

AWISA **THE MAGAZINE**

FOR THE CABINET, JOINERY, FURNITURE, TIMBER AND PANEL INDUSTRIES



PUBLISHED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED



MULTICAM

CNC ROUTING MACHINERY



Routing solutions for cabinetmakers.

Local Service



Local Support



Local Knowledge



Everything you need in a high production woodworking CNC.

**Australia's
No.1 CNC
Router**

**Proudly
Australian
Made**



**IT'S TIME TO BUY
AUSTRALIAN MADE**

NSW Office:
60 Enterprise Dr,
Beresfield, 2322
☎ 02 4964 1900

VIC Office:
11/40 Ricketts Rd,
Mt Waverley, 3149
☎ 03 9558 8022

QLD Office:
8/42 Trade St,
Lytton, 4178
☎ 07 3348 7866

@ sales@multicam.com.au
🌐 www.multicam.com.au

The Häfele logo is positioned in the top right corner. It features the brand name 'HÄFELE' in a bold, sans-serif font. The letter 'Ä' is stylized with a red horizontal bar through its center, while the remaining letters are in a light grey color. The background of the entire advertisement is a dark, moody photograph of a spiral-bound notebook with a brass handle resting on its cover, creating a sense of depth and focus on the product.

HÄFELE

YOU DO
NOT SEEK
INSPIRATION –
YOU OPEN
THE DOOR
TO IT.


The Darren Palmer Handle Selection from Häfele is the perfect launch pad to start that journey and find a handle that helps you open that door to inspiration.

info@hafele.com.au

1300 659 728

www.hafele.com.au



 SCAN ME

AWISA THE MAGAZINE

Read THE MAGAZINE at www.awisa.com

Published by the Australian
Woodworking Industry Suppliers
Association Limited
ABN 44 134 548 253

EDITOR AND PUBLISHER

Geoff Holland
General manager, AWISA Ltd
Phone 02 4861 7040
Email: info@awisa.com

CONTRIBUTING WRITERS

Rob Ditessa, Simon Hodgson,
and Rick Lee.

DESIGN

Felicity Carruthers

PRINTER

Major Graphics Printers Pty Ltd

Post all correspondence to:
AWISA Ltd
P.O. Box 895
Bowral NSW 2576

Copyright AWISA. All rights reserved.
Magazine or part thereof may not be copied
or reproduced without written permission by
the publisher. Contained specifications and
claims are those of the manufacturer.

Disclaimer: Advertising statements and
editorial opinion and contributors' comments
are not necessarily those of AWISA Ltd or
its members unless expressly stated. The
publisher and editor assume no responsibility
for errors or omissions or any consequence of
reliance on this publication.

The Australian Woodworking Industry
Suppliers Association Ltd is a trade
association that represents the interests of
suppliers to the cabinet, kitchen, joinery,
furniture, fit-out, and other wood, timber,
aluminium, plastic, stone and panel
processing industries. Members include
suppliers of machinery, materials, fittings,
software and services. Membership and
advertising enquiries are welcome.

DEAR READER,

One of the main aims of this magazine is quite obviously
to present readers with the latest technologies in
machinery, software, materials and hardware. But in this
issue we have also looked back to over 200 years ago. In
the four pages about the convict era you will get an idea
of what it was like to be a woodworker in early Sydney.
What impresses me is the quality of some of the work
that was done way back then, plus the fact that some key
pieces still exist.

But back to the technology. Cross laminated timber
panels maybe on the large side for the typical AWISA
reader to process, but we feature one of the first houses
built in Australia using CLT, and a complex one at that.
Plus you can read about many other new technologies:
new coatings that reduce the chance of infection from
surfaces, apps and assistants for manufacturers, Australian
made acrylic surfaces, new machinery for advanced
materials and plastics, the manufacture of complex doors,
and innovative and award winning hardware. Just some
of the articles that present new technology or feature
manufacturers that are using it.

In this issue we mourn Anthony Passmore, an industry
software pioneer who passed away recently. I knew
Anthony for 30 years though his enthusiastic and cheerful
involvement at AWISA exhibitions. Rick Lee on page 46
has done a great job of recording the missionary zeal
with which Anthony convinced the industry to take up
the benefits of computerisation. AWISA extends its
condolences to Anthony's family and to his colleagues at
Planit.

Geoff Holland
General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER:

They say: "Manners maketh man".
Equally it could be said that handles make
a cabinet. Photo courtesy of Hafele.

CONTENTS

- 6. **FURNITURE:** The convict era.
 - 10. **ECONOMY:** Housing outlook.
 - 11. **ASSOCIATION:** Australian made.
 - 12. **FINANCE:** Bring it in-house.
 - 15. **TRAINING:** Worldskills.
 - 16. **MACHINERY:** Quality in every detail.
 - 20. **SANDING:** Service and technology.
 - 23. **SHELVES:** New pull out lock.
 - 24. **COMPRESSORS:** Energy efficiency.
 - 26. **ASSOCIATION:** Same mark, new name.
 - 27. **MACHINERY:** Advanced materials.
 - 28. **HARDWARE:** A growing network.
 - 29. **MACHINERY:** A new range.
 - 32. **AWARDS:** A great success.
 - 37. **STRUCTURES:** Student inspired.
 - 39. **MACHINERY:** New moulders.
 - 40. **MACHINERY:** New generation.
 - 43. **BINS:** Contact-less waste bins.
 - 46. **VALE:** Anthony Passmore.
 - 48. **COMMUNITY:** WA Men's Sheds.
 - 49. **HARDWARE:** Award winner.
 - 51. **HANDLES:** A new collection.
 - 52. **COACHING:** One man's journey.
 - 58. **HOUSING:** Impressive engineering.
 - 64. **MACHINERY:** Complex doors.
 - 69. **VACUUM:** Precision grip.
 - 70. **PEOPLE:** New manager.
 - 71. **HARDWARE:** New wire ware.
 - 72. **SURFACES:** Matte acrylic.
 - 74. **HARDWARE:** Dark ambitions.
 - 75. **FINANCE:** Perfect trifecta.
 - 76. **CABINETRY:** Works of art.
 - 78. **SOFTWARE:** Helps visualise.
 - 80. **DIGITISATION:** Apps and assistants.
 - 83. **COATINGS:** For a safer future.
 - 84. **HARDWARE:** Home office ideas.
 - 86. **HARDWARE:** Mounting systems.
- Plus other industry and product news.

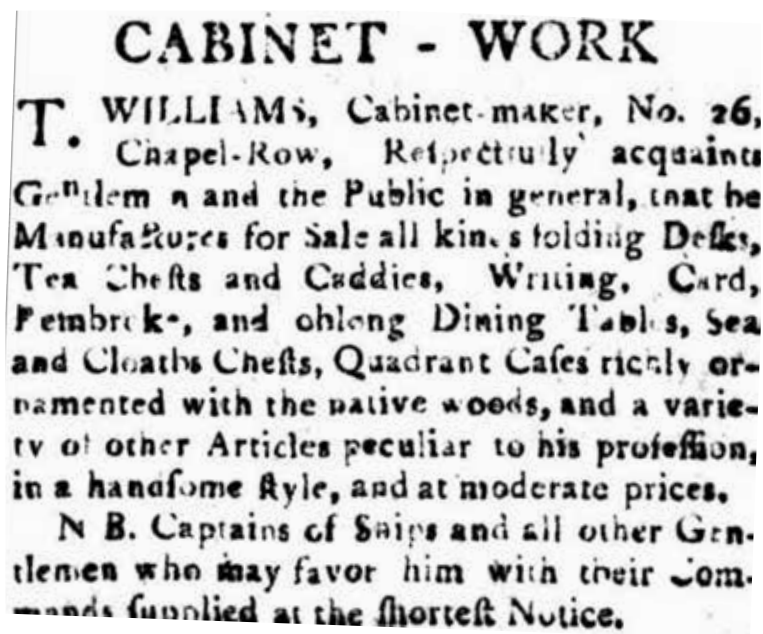
www.awisa.com



by Rob Ditessa

The convict era and Australia's first furniture makers

The advertisement headed "CABINET - WORK" says, "T. Williams, Cabinet-maker, No. 26, Chapel-Row, Respectfully acquaints Gentlemen and the Public in general, that he Manufactures for Sale all kinds folding Desks, Tea Chests and Caddies, Writing, Card, Pembroke, and oblong Dining Tables, Sea and Clothes Chests, Quadrant Cases richly ornamented with the native woods, and a variety of other Articles peculiar to his profession, in a handsome style, and at moderate prices." The advertisement concludes with the note that captains of ships and all other gentlemen who may favour him with their commands will be supplied at the shortest notice.



Williams advertisement

Source: National
Library of Australia,
TROVE

Published in the Sydney Gazette of 22 January in 1804 at the bottom of the middle column on page 4, the last page of the weekly newspaper, it is the first advertisement in Australia concerning a commercial furniture and cabinet-maker.

In his magisterial book about the furniture makers in convict Sydney from the first days of British settlement until 1851, "Convict and Free" (Australian Scholarly Publishing), David Kelly says that apart from the advertisement little is known about the furniture-making business of Thomas Williams. Possibly, he made a writing desk for the botanist Ferdinand

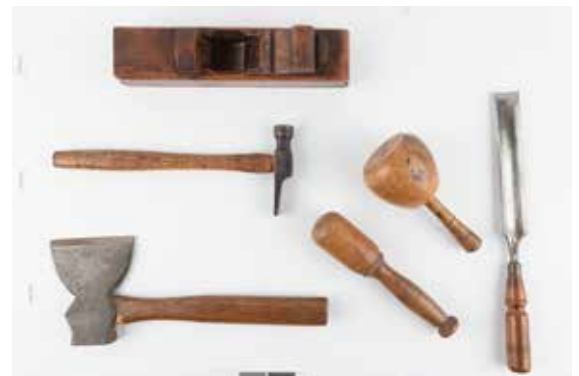
Bauer, and had an apprentice named James Watson. David deftly sifts through the available evidence from a number of haunting lives to suggest Williams was transported for life, being found guilty of breaking and entering, and committed suicide in 1821. The course of his family life is unclear.

While Williams arrived in 1798, it is possible some of the convicts in the 1788 First Fleet may have been chosen for their skills, which would be needed in the settlement. We can only speculate about that possibility, says David. In the lists historians have compiled about the First Fleet convicts, John Baughan, and William Haynes are described as cabinet-makers and John Walker, Tucker Moses, Edward Pugh, John Arscott, as carpenters, and Nathaniel Lucas as carpenter/joiner.

Amongst the provisions in the cargo of the Fleet were 175 steel handsaws, 80 carpenter axes, 100 pairs of hinges and hooks, 747,000 nails, 700 felling axes, 10 forges, tents for women convicts, and hammocks.

Accounts of the difficulties the first British colonists faced, and their causes, make for salutary and gripping reading. David Hill's book "1788" (William Heinemann, publisher), tells how by the first Christmas there were only a few solid structures in Sydney Cove, food was in short supply as the first harvest had failed, and relations with the local Aboriginal people had deteriorated.

David Kelly explains that civilian, military and ship officers had with them some furnishings such as tables, chests, and bookcases. Some had "campaign", that is, demountable, items. Later in the convict period, individuals were allowed to take some goods, usually tools of trade and clothes, and sometimes money.



Supplied by Hyde Park Barracks, Sydney.

Carpentry tools.

Photo: Fred Murrell collection, Hyde Park Barracks, Sydney (Macquarie Street)



Supplied by the State Library of NSW

Macquarie chest

Wooden chest made from red cedar and rose mahogany or Australian rosewood, with original Regency-style legs
- 56 x 71.3 x 46.5 cm (closed).

Photos show the Macquarie chest as it opens

Photos: From the collections of the
State Library of New South Wales.



A lumber yard was established in 1789 in Sydney, and subsequently in Parramatta, Newcastle, and Hobart. David continues that each contained workshops that covered a range of work for the government, including engineering, construction, and making furniture. All the "mechanics", as the tradesmen were then known, were convicts. Private work was done in non-government time, and sometimes, on the sly, in government time as well. Early on, private work was encouraged, partly as a reward for good behaviour, but also, because the sooner convicts became self-supporting, the sooner they would not need government support. "Tickets of leave" were granted to chosen convicts enabling them to avoid government work altogether and to work as private "mechanics". Free furniture-makers, among whom James Smith and Edward Hunt made names for themselves, began arriving in about 1814, and soon they were making furniture for the government as well as private clients. David cautions about applying the notion of "private enterprise" to the period. "Convicts typically became free on serving their sentences. They were then able to take part in private industry. Indeed, even before that time, many were working for private clients in their non-government time or as ticket of leave men."

The convict woodworkers in the lumber yard in the late 1810s made a number of portable wooden plant cases for the botanist Allan Cunningham. He complained about the quality of the wood and the workmanship, "of such bad condemned wood as obliged me to procure some Iron Hoops to bind

them together to prevent them falling to pieces. It is literally a disgrace to the Superintendent of the Lumber Yard ...". In her book "Rare and Curious" (Miegunyah Press and State Library of NSW), Elizabeth Ellis says it is hard to disagree with his poor opinion of their workmanship. Ellis goes on to say, "However, the output from the lumber yard workshops leaves no doubt that components of the collectors' chests, such as brass fittings, glass and finely veneered timbers, were being produced in Sydney before 1820, even if their main construction took place outside the yards as private or even clandestine, commission."

The subject of Ellis's work is the Macquarie chest, a display cabinet consisting of drawers, trays and panels with painted scenes that all close up into a cabinet. In 1818, Captain James Wallis, the commandant of the Newcastle settlement, managed its making and inspired its makers, suggested as being Patrick Riley, William Temple, and the artist Joseph Lycett.

In his account of the lumber yards, R. A. Crosbie ("Australiana magazine", May 1994), explains how the carpenters' shops within the lumber yards provided bench room for cabinet-makers and wood turners. From the records of the Sydney workshops in 1821 and 1822, he lists a range of woodworking made in the shop, from furniture items to structural building components, including two meat safes, a table for the ship Hindostan, four-post bedstead, dresser, and shaving box. Crosbie writes that the equipment would have been typical of

any joiners or cabinet-maker's preindustrial workshop in a large English town, long single vice-benches, numerous wooden planes, hand saws, chisels, shaving hearth to heat glue pots, wood screw cramps. Even though many men may have worked in the shop, each man would be involved in his own tasks. By the end of Governor Brisbane's term, the government was obtaining a percentage of its joinery and furniture from private contractors. The old workshops remained but on a reduced scale. The artisans were gradually transferred or assigned out to the private sector, Crosbie writes.

One convict assigned to the lumber yard on his arrival in Sydney in 1814 was William Temple, one of the eighty-six master furniture makers that David profiles judiciously and sympathetically in his book. Most likely, people who are new to this interest will recognise the names William Temple, and John Webster. Beyond the substantial but accessible comprehensive biographies of significant individuals in the early industry, and seemingly without intending it, David's stories tell of hard and heroic lives that deserve our attention if only for their inspiration. He says his falling in love with colonial furniture many years ago prompted the depth of reading and research that lead him to finding new information and forming new insights in the field. A new book he is completing, "Australian Colonial Furniture: Fact and Fantasy", deals with developments in furniture-making during the colonial period. A main focus is about the myths that have come to be accepted about colonial furniture since the convict beginnings. His particular criticism is directed at the exaggeration of the relevance of weak provenance evidence to support claims about the original and later ownership of particular items, the optimistic dating of colonial furniture, the fakery of colonial



Supplied by the Powerhouse Museum

Macquarie chair

From MAAS website: "Made of Australian rose mahogany, a NSW timber felled extensively during the Macquarie period, red cedar, Casuarina and with replacement eastern grey kangaroo fur upholstery (1982), the chair bears the Macquarie crest of a raised dagger as its central finial and was crafted by convicts William Temple (1779-1839) and John Webster (1798-1842)."

Credit: Collection: Museum of Applied Arts and Sciences. Gift of the Vancouver City Museum, Canada, 1961. Photo: Ryan Hernandez.

items, and the bad practices in the conduct of auctions, including those conducted on digital platforms.

The fame of Temple and Webster rests on two chairs made for Governor Macquarie. One is housed at the Powerhouse Museum in Sydney, which is described on its website by curator Anne Watson as "undeniably the most important example of early colonial furniture in the MAAS collection". The description goes on, "The relatively sophisticated styling of the chairs may also indicate the reference by Webster and Temple to George Smith's 'A collection of designs for household furniture and interior decoration', a highly influential pattern book published in England in 1808. Smith's publication shows several chairs with Gothic detailing similar

to the Macquarie armchairs." The other is housed at Macquarie University on Sydney's lower North Shore region. Temple and Webster were commissioned to make a similar chair by Thomas Hobbes Scott who later became Archdeacon of NSW. The chair is housed in St James's Church in Sydney's Queen Square.

William Temple was aged 34 when he arrived in Sydney. He had been convicted of larceny, and sentenced to transportation for life, David recounts. Temple was a carpenter and joiner in the Sydney lumber yard, and after government hours he worked as a cabinet-maker for Laurence Butler. Temple and another prisoner, Patrick Riley, confessed to stealing a boat, two saws and a chisel, intending to escape out of the colony, for which they were confined to hard labour for three months. Later after another incident Temple was sent to Newcastle. In 1821 he successfully sought a conditional pardon pleading he had been working for the previous eighteen months exclusively under the direction of his Excellency at Government House. In a subsequent Muster list he was described as a cabinet-maker, and in the 1828 Census he was described as a carpenter working at Parramatta. It is presumed from the information available that



Temple employed Daniel Chalker, locally born, as a carpenter. David says there is no other known record of Temple as a furniture maker. After a stint in the General Hospital, Temple died aged 60, and was buried in Sydney on 20 May 1839.

John Webster was a carver and gilder, aged 22, when he arrived in Sydney in 1820. He had been sentenced to 14 years transportation for possessing forged bank notes. In 1821, he successfully petitioned for a pardon. David continues that Webster said in the petition he had been working at Government House from the time of his arrival. In 1828 Webster requested to have a convict worker assigned to him because his business as a carver and gilder in Castlereagh Street was "very much increased". The request was denied. David says nothing more is known about the furniture business though it seems that in 1834 Webster was operating as a dealer in Market Street. He is described as a dealer in his will, though in the baptismal records of two of his children he is described as a butcher. Webster died aged 44 in 1842 in Goulburn. David says it appears Webster abandoned his earlier profession as a furniture maker. His widow, Jane, died in 1868, also in Goulburn.

Lawrence Butler was an Irish rebel found guilty as charged in connection with the murder a loyalist supporter and transported for life. It appears he never communicated with Catherine, the wife he left behind in Ireland. Arriving in Sydney in 1802, he was assigned to the lumber yard as a carpenter, and it seems he suffered a workplace injury, "hurt by the fall of a piece timber" during the construction of a church. In 1810, he petitioned for pardon but did not become free until 1813. David points to payments recorded by John Blaxland in



1808 to Butler as a cabinet-maker, and for his labour, which suggests Butler made bespoke work for Blaxland. David says it is not clear exactly where or when Butler established his first cabinet making premises, although at least from 1810, until he died, Butler had premises at 7 Pitt Street where he worked and lived. His first advertisement appeared in November 1811. Judging by the advertisements in the following years, Butler was expanding into retailing general merchandise. In due course, he expanded into farming, property and investments. Amongst clients for his furniture, Butler had Walter Laing, Governor Macquarie, and Rowland Hassall. David cites the antique furniture specialist John Hawkins as saying that Butler was probably the most prominent cabinet-maker in Sydney between 1810 and 1820. He died at age 70, in Sydney on 7 December 1820, leaving his estate to be shared equally between his three surviving children and his wife, Ann.

Pressed to nominate his favourite maker from the early years, David demurs saying we know practically nothing about the precise pieces that they made until Hunt, in the 1820s onwards, then Sly, and Lenehan, from the mid-1830s, all of whom used impressed marks or labels.

He says other writers take a different view, and continues that popular opinion in the field, based on speculative attribution, not based on a maker's mark or signature, would likely nominate Lawrence Butler. John Hawkins, probably the leading dealer in colonial furniture, has attributed numerous items to Butler, and is fulsome in his praise of them.

What was the quality of early furniture made in the colony? David sums up, "One has to remember that not one of the convict cabinet-makers, and none of the ones who came free before James Templeton in the mid-1830s, were master cabinet-makers at home. In the lingo of the time, they were mostly journeymen, that is, employees, buttressed by a few apprentices. One has little reason to expect the highest quality of furniture from any of them. That fact has not always received the attention that it deserves." ■



Cunningham box.

Photo: The Royal Botanic Gardens and Domain Trust, Daniel Solander Library

by Angela Lillicrap, HIA Economist



Long-term outlook for housing

POPULATION GROWTH is one of the key drivers of the underlying demand for housing. Any change in the rate of population growth will have an impact on building activity in the future.

Prior to COVID-19, population growth was already slowing as overseas migration and the natural rate of population growth fell. This slowing in net overseas migration is the largest factor contributing to the slower population growth and is largely due to a tightening of visa requirements in April 2017.

Adding to the structural decline in population growth, the contraction in migration due to COVID-19 means that population growth over the decade to 2030 will be lower than previously expected. This will impact the level of building activity over the next decade and is likely to have a greater impact on multi-unit construction.

The longer-term outlook for overseas migration is highly uncertain but it is likely to take several years to return to pre-COVID-19 levels.

Due to this slower rate of population growth, HIA now forecasts home building starts to be around 172,000 by 2030, compared with 190,000 starts in their previous long-term forecasts. For comparison, in 2016, new home starts peaked at 234,000. This record number appears likely to be unparalleled for more than a decade.

There is an alternative scenario whereby net overseas migration to Australia is restored quickly. This scenario would require

Australia's economy to outperform other comparable countries during the recovery from the COVID-19 recession and also for frictions in international migration to be eased. This scenario would be possible if there is a highly effective vaccine or treatment for COVID-19.

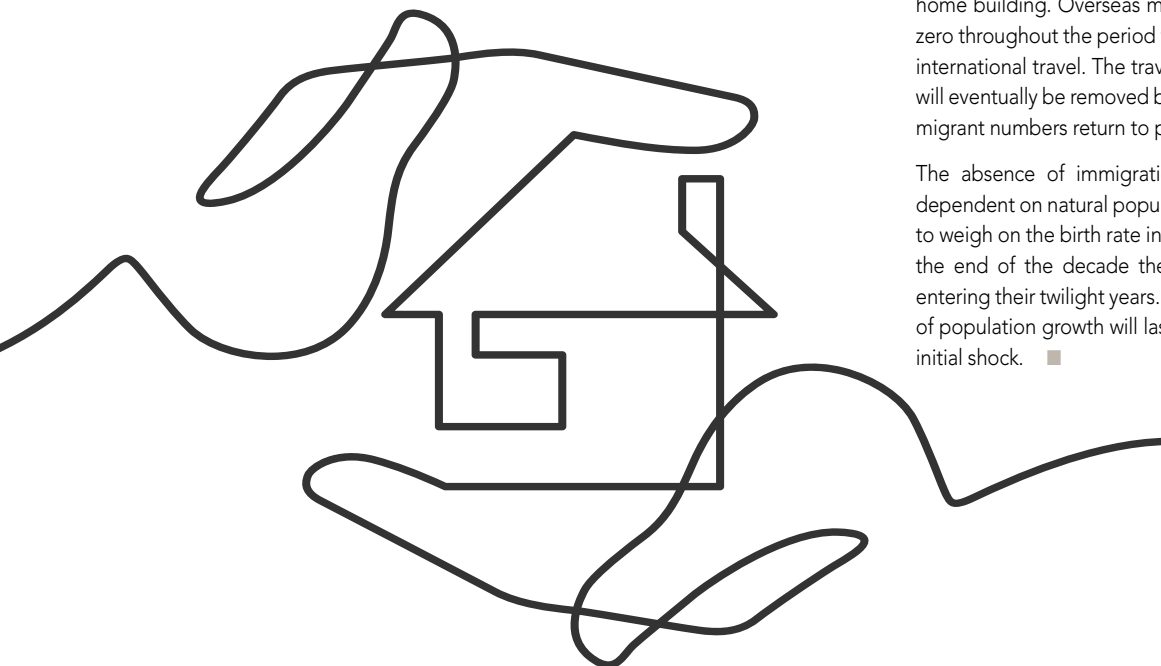
The total fertility rate will also need to increase over the projection horizon in order for population growth to be aligned with this projection.

An increase in the total fertility rate in the years ahead is not out of the question but it is unlikely unless there is a rapid return to economic growth. There is a body of research that demonstrates a relationship between economic slow-downs and a fall in the birth rate. In developed economies, if real incomes grow so too does the birth rate. If unemployment rises, the birth rate falls. There is also evidence showing that low house price growth leads to fewer births among existing home owners.

In the short-term, HomeBuilder and other state building incentives, will support employment across the building industry and broader economy. Early data indicates that it will be successful in supporting building activity in the December quarter and in early 2021. Despite the positive impact of HomeBuilder the total number of starts throughout the full 2021 year will still be lower than in 2020, and starts are expected to decline further in 2022. This largely reflects the economic shock of Australia's first recession in nearly 30 years.

Australia's economy will recover from the recession but the interruption to immigration will have a persistent effect on home building. Overseas migration has essentially dropped to zero throughout the period when Australia closed its borders to international travel. The travel restrictions are likely to ease and will eventually be removed but it could take several years before migrant numbers return to pre-COVID-19 levels.

The absence of immigration means Australia will be more dependent on natural population growth. The recession is likely to weigh on the birth rate in the short term and as we approach the end of the decade the baby-boomer generation will be entering their twilight years. There is a real risk that a slower rate of population growth will last well beyond the COVID-19 shock initial shock. ■



ACFA builds a new relationship with Australian Made

To support the continued growth of Australia's local furnishing and furniture manufacturing sector, the Australian Cabinet and Furniture Association (ACFA) has signed an associate partnership with the Australian Made Campaign (AMCL).

As Australia's primary industry association for furnishing, cabinetmaking and joinery manufacturers, ACFA has a clear mandate to support the growth of the local manufacturing sector and this partnership is delivering on this commitment.

Products tags with one of Australia's most recognised, trusted and widely used country of origin symbol - the Australian Made logo provide consumers with confidence in their

Ben Lazzaro, Chief Executive of the AMCL confirms "We are thrilled to be partnering with the Australian Cabinet and Furniture Association. In these times of global competition, it is essential that we foster a local manufacturing environment that encourages and assists manufacturers to innovate, build on their success and provides pathways to new markets."

The Australian furnishings and furniture manufacturing sector is known for its leading design skills, craftsmanship, and quality production. Designated with the Australia Made logo, consumers can rest assured products are made to Australia's high manufacturing and safety standards. Consumers will also feel a sense of pride knowing their purchase is helping to support local industry, jobs and the economy.

"This exciting new partnership will deliver ACFA members further opportunities to promote their products and grow their local and export markets. Our local furnishing and furniture manufacturers are world leaders, providing local and international customers with superior products and services," reinforced ACFA's Chief Executive Officer, Dean Brakell.

To find locally manufactured products, visit Australia's biggest online directory of genuine Aussie products at www.australianmade.com.au.



purchase decision. Ask yourself, when faced with two similar products, which do you choose - the one carrying the green and gold Australian Made logo or the other option? Through the partnership, members licenced to use the logo will have their products certified as being authentically Australian by this trusted third-party accreditation system.

Currently, Australian retailers and manufacturers have seen a resurgence in consumers preferencing Australian Made products. According to Roy Morgan research, the majority (60%) of Australians prefer to buy Australian-made furniture and home furnishings with 88% of Australians confident products displaying the Australia Made logo had been manufactured or grown within Australia.

AUSTRALIAN CABINET & FURNITURE ASSOCIATION
Phone 02 4340 2000
www.acfa.net.au



by Rick Lee

Time to bring it in-house?

It's one of those catch twenty-two situations, you've either got the money or the time for those big projects you've been procrastinating over, never both. In these unprecedented times, however, time is something we've all found a little too plentiful while many are holding on tight to their wallets. Nevertheless, while caution is obviously a necessity for both business and customer right now, it's a great opportunity to seriously consider putting plans into action while we have time to attend to them properly. With time on our hands, we're able to hone potential projects and make careful analysis over our choices and plan details. From a business point of view, the kind of projects I'm referring to are equipment upgrades, software and systems development and physical improvements like renovations and workplace flow. But is it the right time to be thinking of spending big?

Of course, there will be some who struggle through this health crisis and the devastating impacts it will surely leave behind, but most of us will emerge from it with renewed energy and life will go on. Our industry is strong. Industrial and commercial projects continue to go ahead and many government plans are being fast tracked to ensure a strong recovery in the sector. Housing will remain in high demand as our population grows and migration continues at a rate where it's hard for the building industry to keep pace. While property prices may fluctuate, there's no indication that demand will decline significantly in the medium term. Just as businesses are finding time to pull projects from the shelf, homeowners are doing the same. There are still plenty of customers with the means to renovate or build a new home or put in a new kitchen, and once again, they have the time to start putting plans into action, even if money is tighter than usual. Being ready for the recovery is essential if business is to thrive,



but maximizing current opportunities is just as important in order to get a head start.

So, with time and vision in our grasp but cashflow limited, how can we move ahead with our own projects and how can we entice our customers to do the same? The answer may lie with companies that offer in-house finance. Such customer financing facilities have long been provided by larger companies to tempt customers and convert them from browsers to buyers, especially when times are tough. But can small business really afford to give customers terms? It might be easier than you think. While many larger businesses brand financing as their own, in truth, they are almost always partnered with dedicated finance organisations such as banks and leasing companies. Equipment suppliers are well established with finance partners and can offer quick approvals for purchases such as machinery and software, but for manufacturers of kitchens and bespoke furniture, shopfitters and joiners, it is often thought to be too complicated to get involved with finance and best left for customers to arrange with their banks and mortgage providers. Nevertheless, if you're in the business of selling big ticket products, offering consumer financing can give you a competitive advantage over those who don't and help you attract more customers and close more sales, particularly now when customers are more cautious about

digging into their bank accounts and savings, and want to avoid mortgage extensions. Even if your customers end up back at their banks, just offering finance can nudge customers into action and start the ball rolling on sales.

There are plenty of willing partners when it comes to in-house finance arrangements. Finance brokers that specialise in proving a range of lenders are a better option than partnering up with a single bank or individual lender. A broker will often tender a deal to a large pool of lenders in order to provide a competitive rate for your customer. More importantly, a broker can use their specialty knowledge to help you tailor offers specifically for your clients. Some brokers offer commissions on completed deals which can provide additional income, and all can guide you on how to maximise the marketing potential.

Once a suitable partnership has been established, it's important to promote the facility to potential clients. Tying specific offers to financing can be a great way to attract customer interest. It needs to be clearly visible across all advertising and fully integrated into all aspects of your sales process. Offering a pre-approval facility can take the worry away from customers so that they know where they stand before starting a project; they are more willing to take the first step. If you're ambitious enough, you can even arrange your own branding like the larger vendors and chain stores. This can be an incentive for customers who want a one-stop-shopping experience.

Clearly, in-house financing is not for everyone. But in times like these where we need every competitive advantage, it can be a great way to court new business and move procrastinators into action. Many of us have more time to take on new projects, providing easy access to funds might just get them started. ■



Introducing AvanTech YOU

AvanTech YOU is designed to impress with a sleek linear design, slender drawer side profile, hidden working components and precise adjustment capability. The latest AvanTech YOU drawer system offers even more options for individualisation.



SHOP NOW

Available Now

Follow us on



@hettichaustralia

Technik für Möbel


Hettich

ENJOY 6 MONTHS ON US!

Finance your next Biesse using Biesse Australia Finance to receive up to 6 months of repayments on us.*

PROMOTION EXTENDED!
Offer extended to 31 December 2020



**AKRON 1130
EDGE BANDER**
Corner Rounding
& Pre Milling

from
\$38
Per Day



**AIRFORCE
TECHNOLOGY
AKRON 1330
EDGE BANDER**

from
\$81
Per Day



**CNC
ROVER
1224**

from
\$48
Per Day



**5 AXIS
ROVER
SMART**

from
\$118
Per Day

**VERTICAL DRILL
EKO 2.1**

from
\$81
Per Day



**SIZING
SELCO SK370**

from
\$48
Per Day



**VIET
S1 SANDER**

from
\$31
Per Day



OFFER AVAILABLE ON ENTIRE RANGE
info@biesse.com.au 1300 Biesse (243 773)

*Payments are made monthly in arrears and offer is based on a chattel mortgage with a 60 month term and 20% balloon with a once off establishment fee on any new Biesse equipment. Different terms and structures will result in a recalculation of the offer. Speak to your Biesse Australia Finance Manager for further details. Offer is available subject to stock availability and finance applications must be received and approved before 31/12/2020. Biesse Australia Finance is provided by MKP Finance Pty Ltd ABN 56 611 706 784 to approved Australian business customers only (GST registered) Biesse reserves the right to change, extend or withdraw an offer at any time. Terms, conditions, fees and charges apply. This offer cannot be used in conjunction with any other offer.



WorldSkills Australia acknowledges cabinetmaker Josh Boon for World Youth Skills Day

TASMANIAN CABINETMAKER JOSH BOON has been showcased by WorldSkills Australia in honour of World Youth Skills Day.

Observed annually on 15 July, World Youth Skills Day is a UN initiative to celebrate vocational education and training, and recognise the importance of equipping young people with skills for employment, decent work and entrepreneurship.

The theme of this year's World Youth Skills Day was 'Skills for a resilient youth' – acknowledging the uniquely challenging circumstances facing young people during this unprecedented pandemic, and the role vocational education and training can have in securing a future for them.

WorldSkills International - a global not-for-profit dedicated to promoting vocational education and training - launched a large-scale digital campaign to coincide with World Youth Skills Day. Titled 'Skills keep moving', this campaign sought to champion the role skilled workers are playing in keeping the world moving as it battles the coronavirus pandemic and its effects.

As a part of this campaign, WorldSkills Australia chose to profile and showcase a number of successful past competitors, including Tasmanian-based cabinetmaker, Josh Boon.

Josh won the gold medal for cabinetmaking at the WorldSkills National Championships in 2018 and went on to represent Australia at the highly competitive WorldSkills International Competition in Russia in 2019, where he placed sixth and was awarded a Medallion of Excellence.

Now, Josh works for De Jong & Sons Construction in Ulverstone, as well as turning out impressive custom pieces for his own clients - all while juggling the demands that come with being a husband and father of two.

At just 23 years of age, Josh is a clear example of the excellence within the woodworking industry - and a clear example of how skilled workers have a crucial role to play in Australia's economic recovery in a post-COVID-19 world. ■



Quality in every detail - high-quality interior fittings from Civardi Furniture

Design and quality are decisive at Civardi Furniture. Civardi's philosophy can be seen even from the office and production building. An impressive showroom - from the spiral staircase on the outside and the elevator, through the meeting room and the workstations, right up to the ceiling elements and the lighting system. "We built everything ourselves," says David Civardi proudly.

Civardi Furniture produces high-quality interior fittings for the commercial and private sector - primarily in batch size 1. Just like a traditional carpenter, every item of furniture that is manufactured is designed individually.

The Civardi team is made up of production and drawing technicians, specialist CAD/CAM operators, spray painting and finishing experts, cabinet makers and site installers. The team is led by David Civardi, the third generation of the Civardi family in the business. David combines his family background in timber with his engineering training, to enable the business to undertake award winning projects such as the CBA 'Hive' structure.

The customised nature of the customer projects requires not only creativity from Civardi, but also an inventory of a wide

range of different types of materials. To manage and process this diversity of types, Civardi Furniture has worked closely with HOMAG Australia to equip its production facilities with machines and systems which, in line with the company's philosophy, enable efficient and high-quality production.

For David Civardi, it is important that his company is always one step ahead, which is demonstrated by the production processes. Civardi Furniture has linked its two CNC processing machines of the type Vantage 100 and CENTATEQ N-700 together with a SAWTEQ B-300 panel dividing saw and a STORETEQ S-500 storage system to create a harmonised processing cell.





▶ The EDGETEQ S-500 edge banding machine with a PUR system and the DRILLTEQ D-200 CNC drilling and dowel inserting machine round off the production facilities.

The processing cell in particular shows its effectiveness. With this cell, Civardi is currently achieving a whole 30–40% more output with a simultaneous increase in flexibility, including better use of material through the integrated handling of offcuts. “We know precisely what material we have and what offcuts we have. We can reuse these parts at any time whenever we need them, even for other projects,” says David Civardi. Thanks to the woodStore storage control system, Civardi Furniture retains an overview and can cost projects precisely - now and in the future.

David Civardi is very impressed by the HOMAG systems: “Anyone who doesn’t automate and invest in this technology can no longer keep up these days and will ultimately come to a standstill.”

HOMAG
Phone 1800 355 635
www.homag.com



For more information
please scan the
QR code



Design: E.G.O. Group Architects

Your solution for the digital future.

```
N0101 #BEGINWORKPIECE [];  
N0102 #LOCK;  
N0103 #V.G.VAR[10]=1;  
N0104 #START [CNC, Channel=1, CndID=0, Cnd="INIT=1, PRG=-.SINULSCENE.START"];
```



0.040, G01 X420.3770 Y174.4666 Z15.5804

Service and technology, a winning combination

Classic Poly applies finish coatings to a range of products for the kitchen and bathroom; living spaces and other architectural applications. From a modest factory in the Sydney suburb of Smithfield, George and his son Joey produce polyurethane and metallic finished products for what many in the industry feel is a difficult market. For George and Joey, using the right equipment is the only way to produce the quality their customers have come to expect, in the time they want it delivered. Their customers rely on Classic Poly and Classic Poly rely on Biesse Group. Only a year ago now they installed a Viet Opera 5 wide belt sanding machine and it's transformed their business, and their lives.

George Al Khoury hails from Lebanon in the Middle East and like many hard-working migrants, he calls Australia home. Arriving in Australia in 1991 just after the civil conflict there ended, George set about to continue his trade in an environment he knew would reward him and his family, provided they put the effort into the industry. He tells us, "In Lebanon it was very difficult, there is no technology there and most of the work is done by hand. The civil war stopped many companies importing machinery, so we did most of our work on the bench."

George started out in Australia at James Hardie where he worked for two and a half years, every day he would put in a full shift there and then drive to Botany where he would do his second job. He was building on his skills and learning how things were done in his new country. In 1994 he had enough saved and decided to start out on his own in Chipping Norton, near Liverpool. Like all new businesses it was tough going but he set about servicing his customers with good quality products that were delivered on-time. This way of business was hard to maintain, and he would often lose a job he couldn't guarantee delivery on. This was the way it had to be; he would never promise a customer a delivery date that he knew he couldn't meet.

One of George's biggest concerns was his labour-intensive production. Mistakes were often made, and panels needed to

be re-sprayed. Back then he only had a few people working for him and a day off for any of them meant George worked long into the evening to get the job finished. George admits, "I was very stressed. I worried about my customers; I didn't want to let them down. Once a customer goes somewhere else, it's very hard to get them back." Twelve-hour days were fairly common for George, but his customers came first. He battled through and in 2002 moved to their present location in Smithfield with five employees.

In the new factory George was able to grow the business and soon he had more people working at the company. His stress levels didn't improve now there were more people to look after. George says, "We were using hand-held, portable sanders to sand the panels before spraying. Imagine what your employees are feeling, using this equipment all day? And when we looked at the maintenance costs, we were shocked. We were spending at least three hundred dollars a week!" George was also struggling to produce work he could do for the right price, a price his customers would pay for the quality Classic Poly was able to produce. Something had to change.

In 2009 George's son, Joey started to work in the factory part-time while he completed his studies. Joey began to understand the issues George was facing. The company was growing slowly and by 2016 had grown to ten people. Joey had started full-time the year before and was now taking an active role in management. Turnover had almost doubled in the previous six years, but the headaches continued. Three years ago, George said to Joey, "You know, wouldn't it be good if we had a machine to do all this work?" Joey knew Biesse by reputation of their CNC processing machines he'd seen at their customers', so he did some research and found out they produced a wide range of machines for many applications. They originally looked at the Viet Opera R but when they talked to Biesse they learnt the Viet Opera 5 was the best fit for their needs.

George was impressed with Biesse Group's advice and was pleased to learn there was a machine in stock but like most small businesses, their primary concern was cost. Joey says, "When you buy a machine, especially one that to us, cost a lot of money, you always think about the price first. We were surprised that it wasn't as much as we thought it would be, but for our business, it was a big step. But when the machine starts producing and we realised what it was doing for our business, you put the cost into perspective." George adds, "On the day



I was in love with the machine from that moment

it was installed, just before we turned off the lights to go home, we ran a large panel through the machine and we just stood there and laughed."

"We knew that panel would have taken almost fifteen minutes to sand by hand and the machine did it in under ten seconds. I was in love with the machine from that moment," George said. Joey adds, "It takes two hours to sand twenty square metres of surface area, an average kitchen. The Viet Opera 5 can do it in ten minutes. When you understand what the technology can do for your business the price fades away and you look at the long-term benefits. Looking back, we would have paid twice as much, the Opera 5 is that good. It's so important to our business, you can't put a price on it."

Other significant benefits Classic Poly gets from the Opera 5 is the consistent quality and guaranteed output. There's no longer any repeat work; the quality can be guaranteed, and the delivery times can be forecast because they know exactly when the panels can be sent to the spray booths. George says, "It's a big thing for our customers to know that the job we send them tomorrow is the same as the job we sent them last week. The machine brings new customers through the door. We save on labour, we save on maintenance, we save on materials and all these savings add up."

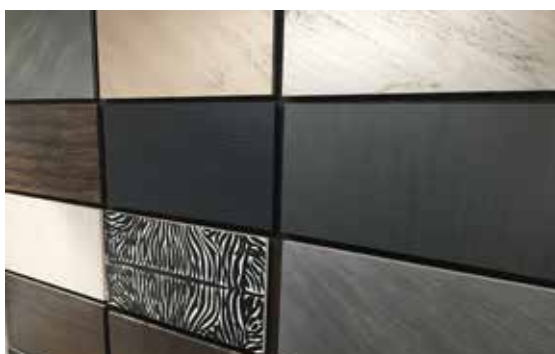
Classic Poly charge out their work for a fair price. George laments that other operators are under-charging and hurting the market. He says, "Our Opera 5 gives us a guaranteed finish that our competitors cannot match with low or no technology." Joey adds, "The valued joinery shops respect the quality of our finishes and the finish comes directly from the Opera 5 sander." Occasionally a customer will go somewhere else, but they usually come back for George and Joey's service and honesty.

Classic Poly's Biesse Opera 5 has four belts including cross sanding belts and electric pads with IPC controls. These limit the sanding time on the corners of the panel, preserving the most delicate portions of the panel's surface. The machine is quick too, something George and Joey think is a great benefit to them. "We have some big customers and they send us forty kitchens at a time, so we need to be able to process them fast without dropping the quality. The Opera 5 does this very well. We've never done a first job for a customer who hasn't come back to us," says Joey. "We've just had our first service; the machine is running beautifully, and we couldn't be happier. We'll move to a bigger factory one day and we'll consider the



Opera R, we think the Biesse sanders are that good," adds George. The stress is gone, and George now has the time to concentrate on his artistic designer panels, a new range of products he hopes will continue the growth of the company he and Joey have put so much into.

BIESSE GROUP AUSTRALIA
Phone 1300 BIESSE (243 773)
www.biesse.com





State of the Art CNC Woodworking Machinery

- We use only the highest quality engineered components
- At Woodtron we design and manufacture all of our own CNC machines
- We can provide fully customisable solutions for your needs
- After sales service and support is our highest priority
- We carry a full inventory of spare parts in Melbourne



WOODTRON

Woodtron Head Office 1/20 Malibu Circuit, Carrum Downs , VIC 3201 Australia | (03) 9775 4100

NSW Office (02) 8203 1330 | SA Agent : Oz Machinery: 0433 033 253 | WA Agent : I&J Machinery (08) 9478 1911

info@woodtron.com.au | www.woodtron.com.au | @woodtronicnc

Introducing Blum's Pull-out shelf lock

Secure hold for pull-out shelves

Quality of living is not only determined by design but also by convenience. That is why Blum has developed a practical lock-open stop for pull-out shelves that can be used in various applications throughout the home, be it in the kitchen, bathroom, in different living areas or laundry. Available from October 2020 the Pull-out shelf lock will inspire designs and the specification of practical furniture.

Safety lock

The two-sided locking mechanism ensures that the new solution provides a secure hold preventing the shelf from wobbling or sliding back into cabinets. The easy operating pull-out shelf can be unlocked with one hand thanks to the optional synchronisation shaft and easily closed. Implemented with MOVENTO and TANDEM full extension runners, it is held securely in place when items or appliances are placed on top for as long as it is required.

Easy installation and assembly

Extra installation convenience has been taken into consideration with the Pull-out shelf lock application. In just a few steps, runners are attached in the standard fixing positions allowing for the locking unit and latching element to become a fitting and template rolled into one. The Pull-out shelf lock can be installed into a compartment resulting with a 3mm gap on all sides with a minimum shelf thickness of 25mm.

Functionality at its finest

Thanks to its sleek look and space-saving construction, the Pull-out shelf lock by Blum makes it easy to implement beautifully designed and practical furniture. For enhanced convenience, the Pull-out shelf lock can be combined with BLUMOTION and TIP-ON BLUMOTION producing opening and soft-closing ease. Pull-out shelves are ideal for files, printers and scanners in offices, are a practical solution for sound systems or gaming consoles in living rooms and are the perfect solution for coffee machines and food processors in kitchens. Not to forget the extra counter space they provide in home bars and laundry applications.

The Pull-out shelf lock application will be available from October 2020.

BLUM AUSTRALIA
Phone 1800 179 186
www.blum.com

A practical lock-open stop for pull-out shelves with full extension.

The Pull-out shelf lock locks securely on both sides and can be easily released with one hand.



Kaeser opens the door of compressed air energy efficiency for Hume

Hume Doors & Timber - one of Australia's leading door manufacturers - recently invested in an energy efficient Kaeser CSD 125 rotary screw compressor to meet the increased demand for compressed air created by the expansion of its Sydney manufacturing facility.

Hume Doors and Timber (Hume) is one of the nation's largest door manufacturers with operations in every capital city and strategically placed regional branches within Australia and New Zealand. Established over 60 years ago and now with over 1,000 employees, Hume proudly remains a 100% Australian owned company.

Hume provides innovation in doorway technology and manufactures an extensive range of products - over 2,000 to be exact - for the building industry including the; commercial and industrial, multi-unit, aged care, residential and renovation sectors. From its manufacturing facilities Hume is able to deliver specialist low volume to mass high volume production. In fact, it was the first company to introduce cold pressing technology to allow for the mass production of doors using

sustainable practices - a procedure that also greatly reduces power consumption.

Hume is committed to operating its entire business process in an environmentally sustainable manner. As such its manufacturing and distribution processes have been designed to minimise their environmental footprint. Innovation, sustainability and recycling therefore all have a key role in its manufacturing facilities. One way it tries to minimise its environmental footprint is by utilising energy to its maximum efficiency.

It's no surprise then, that when it comes to the compressed air systems at all of its manufacturing operations, Hume has long since opted for compressed air equipment that is not only reliable but also highly energy efficient. Compressed air is an important utility to Hume and can be found in use across the manufacturing process, responsible for powering the woodworking machinery such as the sanders and staple guns.

Hume recently expanded its manufacturing operation in Sydney. With the expansion came an increased demand for compressed air which the current system could not meet. Eddie Luke, the General Manager at Hume therefore contacted long standing compressed air supplier Kaeser Compressors for a solution.

Kaeser recommended and subsequently installed a CSD 125 rotary screw compressor to meet Hume's increased demand for compressed air in the most energy efficient manner.

The CSD series rotary screw compressors from Kaeser push the boundaries when it comes to compressed air efficiency. These versatile compressors provide significant energy savings in four key ways:

At the heart of every CSD system lies a premium quality rotary screw compressor block featuring Kaeser's energy saving Sigma Profile rotors. Operating at low speed, Kaeser's rotary screw compressor blocks are equipped with flow optimised rotors for superior efficiency. The newly-refined rotors found in the latest generation models, together with additional optimisation measures such as reduced pressure losses, are now delivering between three and six percent better specific power performance compared to previous models.

Kaeser's 1:1 drive design additionally delivers superior efficiency by eliminating the transmission losses associated with gear or v-belt driven systems. 1:1 direct drive rotary screw

The complete new Kaeser compressed air station at Hume Doors including the CSD 125 rotary screw compressor.



Compressed air is an important utility to Hume and can be found in use across the manufacturing process, here being used to power a CNC routing machine.



Compressed air is used here to power staple guns.

Part of the production process at Hume Doors.



Compressed air powers a number of axis robots that vacuum grip the doors, taking them through the final stages of the production process before they are stacked ready for despatch.



compressors provide outstanding performance and enable significant savings.

Featuring an IE4 super premium efficiency drive motor further maximises energy efficiency. IE4 motors are the technology of tomorrow, as current regulations introduced in January 2015 simply require the use of IE3 class motors. IE4 motors comply with and exceed prevailing Australian GEMS regulations for 3 phase electric motors.

Finally, the Sigma Control 2 industrial PC-based internal controller ensures efficient control and system monitoring. This dynamically adjusts flow rate to match actual compressed air demand thereby assuring further energy savings.

Eddie Luke said: "We have opted for Kaeser compressors for many years in our manufacturing facilities. In fact we have one Kaeser that has been reliably in operation now for over 15 years. We have also realised energy savings over the years by opting for Kaeser compressors."

The fixed speed CSD series of rotary screw compressors from Kaeser are available with working pressures 7.5 to 13 bar, motor power 45 to 75 kW and free air deliveries 5.50 to 12.02 m³/min.

The finished products. Hume provides innovation in doorway technology and manufactures an extensive range of products - over 2,000 to be exact.

KAESER COMPRESSORS AUSTRALIA PTY LTD
Phone 1800 640 611
au.kaeser.com

modern. simple. no keys.
no coins. smart card
access. **hassle free.**
remote card authorisation.
program locally. audit
trails. **peace of mind.**
battery powered.
private and public
functions. no WiFi
required. less is more.
upgrade your lockers.

the all new
KL1100 RFID locker lock.

Go Keyless. Go **KritLock**
by CodeLocks

codelocks.com.au/KL1100

NEW





Remote Card Authorisation



MIFARE® compatible



Stylish slimline profile



Powered latch

© 2020 CodeLocks Ltd. All rights reserved.

Same mark, new name, improved benefits

The Australian Shop & Office Fitting Industry Association has changed its name to Interior Fitout Association. While the mark of a professional can't be changed, an organisation can grow and strengthen what that mark represents.

That's why the name has changed to IFA. It's just a better fit. But the name change is only the beginning. The association is diversifying and widening its membership, broadening its horizons and bringing improved membership benefits, greater industry know-how and more networking opportunities.



IFA will always be the mark of a professional. IFA members have always represented the best in the business - innovative and responsible design, quality workmanship and a well-deserved respect across the industry.

Along with the name change, IFA is renewing its focus towards the changing needs of its member industries and is continuing its commitment to bring practical information and resources that will help grow members' businesses.

IFA has set up a dynamic new platform to ensure that it connects with not only its Premium and Subscriber Members but also every other business involved in the interior fit out industry. It's a central meeting place that the industry can visit on its phones, tablets, and computers to see what's happening in the industry on a daily basis. Latest news, jobs, awards, education and training, sponsorships, products, events and marketing opportunities, and so many fantastic ways to promote members' businesses.

IFA prides itself on its robust stakeholder relationships, and works diligently with its industry partners to ensure IFA members have a collective voice when it's needed. Its membership is dynamic, trusted and strong.

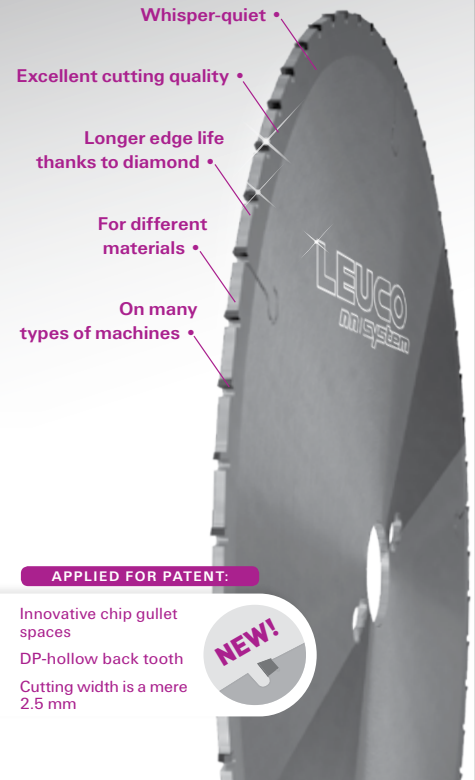
INTERIOR FITOUT ASSOCIATION
Phone 02 4369 0555
www.Interiorfitoutassociation.com.au



LEUCO nn-SYSTEM

STEPS AHEAD!

The new benchmark for saw blades



Select your „nn-System DP Flex“ directly in LEUCO Online Catalog and request it now:

➔ www.leuco.com/Products/nn-SystemDPFlex

The vast number of materials, for which „nn-System DP Flex“ is suitable, you can see it on the LEUCO YouTube channel
➔ www.youtube.com/leucotooling



LEUCO

www.leuco.com.au
T +61 - 02 - 8708 - 4900

Advanced materials and plastics machine deal helps elevate manufacturing



There's no question that advanced manufacturing across Australia is on the rise. CNC distributor Innovync has been at the heart of the most innovative stone and glass production for the past five years. The company is about to expand into advanced materials and plastics machine territory having recently signed an exclusive distribution deal with premium European CNC manufacturer CMS for its entire advanced materials product range.

"We are incredibly proud of our continued relationship with CMS and are honoured to be trusted with bringing the entire suite of CMS machines to the Australian and New Zealand market", said Pierre Sullivan, Innovync's Managing Director.

If Innovync's client Vikal International is anything to go by, the production possibilities are simply breathtaking. Like something out of a James Bond movie, Vikal's luxury yacht tenders are anything but ordinary. With plenty of room for creativity afforded by crafting prototypes from foam with the high-tech CMS MX5, the finished convertible tenders push the boundaries of imagination, marine manufacturing and bespoke tender design.

The unique Australian company is one of the earliest adopters of CMS advanced materials machinery in the country, and not far behind the rest of the world. For years, the likes of SpaceX,

Lockheed Martin, Boeing and Hyundai have been using these very CNCs to bring breakthrough products to the aerospace, automotive, renewable energy industries; along with those in the sporting, marine, and electronics space.

While much of the action has been happening in Europe and America, Innovync is about to kindle activity on the local scene, helped by a solid foundation of technical and service excellence. With precise, customisable equipment capable of machining a large variety of materials within a 0.006mm tolerance, the tools offer to help nation-wide industry advancement.

"CMS' advanced materials and plastics technology have been machining everything from plastics, composites and carbon fibre to aluminium, light alloys and metal at extremely high standards for years. CMS put a lot of research and development into the technology, and always come out at the forefront of design. Our clients have found them to be remarkably accurate, reliable and high-performing; and can easily quantify ROI as a result", the Managing Director reflected.

Vikal International's sleek custom-crafted yacht tenders dazzle on the water.

INNOVYNC PTY LTD
Phone 1300 404 512
www.innovync.com.au

Hettich's fast growing dealer network

expands further throughout Australia

All over Australia, the demand for premium quality furniture fittings is rapidly on the increase. In particular, the nation's woodworking and cabinetry industry is experiencing an influx of customers demanding furniture that's more smartly designed, functional, and longer lasting than ever. Rising to the demand, Hettich Australia has proudly announced a further expansion of its network of hardware dealers which covers every state in Australia.

WingLine L bi folding door system over overhead cabinets.

Photo: Hettich

Sensys Obsidian Black award winning soft close hinge.

Photo: Hettich

Doubling the network in just five years

Hettich Australia has one of the fastest growing dealer networks in the country – doubling in size over the last five years. Today, Hettich has as many as 16 hardware dealers nationally as the brand moves to further extend its footprint for supporting and servicing the Australian woodworking and cabinetry industry.

Specialising in cutting-edge German engineered products, Hettich Australia is part of one of the world's leading manufacturers of smart drawer systems and hinges, with every product skilfully designed to help cabinet makers create furniture that's exciting and highly practical in its environment.

Some of the most popular products include drawer runners and entire drawer systems, hinges for all types of applications, and folding and sliding door systems – all accompanied by a wide range of quality accessories.

A faster and more efficient service industry wide

Now with one of the most expansive dealer networks in the market, Hettich Australia has the infrastructure and resources to service the woodworking and cabinetry industry faster and more efficiently through the capabilities of local stock holding and supply.

At each location, Hettich Dealers can offer customers a huge range of products that are already stocked and ready-to-go. At the same time, dealers have the freedom to quickly order in other products from Hettich's complete and extensive innovative product assortment.

But the benefits of an expansive dealer footprint are expected to be much more far-reaching than the speedy supply of products. As part of its growth plan, Hettich remains committed to ensuring every dealer is supported and provided with ongoing technical training on its comprehensive range of furniture fittings, so both dealers and their customers can enjoy the best possible service locally.

Continued expansion to focus on regional areas

As the trend towards intelligently designed high quality furniture gains momentum, Hettich plans to continue to cast the net even further. With the aim of reaching even more customers in Australia's growing woodworking and cabinetry industry, Hettich will be focusing on developing its dealer network across regional areas throughout Australia.



HETTICH AUSTRALIA
Phone 1800 687 789
www.hettich.com

Wood Tech releases own range

Since 1992, The Wood Tech Group has exclusively distributed and serviced high quality woodworking machinery across Australia. The current stable includes top-end European brands, IMA, Schelling, Fimal and Frivol, through to their longstanding relationship with leading CNC machine manufacturer, Anderson. 100% Australian owned and operated, Wood Tech is the country's largest independent group, with 5 showrooms across Australia, and spare parts and service technicians based locally in each state.

After decades of experience on-site at kitchen, cabinet and joinery manufacturers, Wood Tech decided to co-develop its own range of CNC routers, edgebanders and panel saws, engineered for Australian market conditions. This range of machines has been developed with high end specs and budget-friendly, equally in mind.

Officially launched in July, the first line-up includes the NB5X edgebander (a solely dedicated line for the 45° bevel finger pull profile), NB7X combination edgebander (the most popular machine for both bevel and straight edges), NB7CJ (an auto single-sided edgebander for pre-milling and corner rounding), two CNC flatbeds with optional load/unload and labelling, plus several panel saws. The response so far has exceeded expectations.

"We knew there was a gap in the Australian market for machines with all the latest tech at unbeatable value. We now have many of these machines in customers' factories across the country and we're holding daily demonstrations in our five

showrooms for those interested to see one in action," says Scott Hickey, Managing Director.

The company states this is just the initial product selection, with a new compact range for smaller operations to be released before the end of 2020.

THE WOOD TECH GROUP

Phone 07 3272 2444

www.woodtech.com.au





AUSTRALIAN
CABINET AND
FURNITURE
ASSOCIATION

BY INDUSTRY **FOR** INDUSTRY



2020/2021 Membership

The association helping furnishing,
joinery, cabinetmaking, kitchen and
bathroom businesses succeed via
Protecting the interest of members
Promoting members and the industry
Providing reliable and practical support services

Member Benefits:

- ✓ 24/7 access to critical COVID-19 and business resources via ACFA website - **acfa.net.au**
- ✓ Unlimited workplace relations calls, including minimum wage* & allowances*, to real people
- ✓ Up-to-date information and timely communications for COVID-19, workplace laws and legislation
- ✓ Unlock industry specific policies*, checklists and fact sheets
- ✓ Discounted rates for NSW, VIC, SA Building Contracts
- ✓ plus more

*Subject to membership category

Join online at **www.acfa.net.au**

For further information **1300 342 248** or **membership@acfa.net.au**

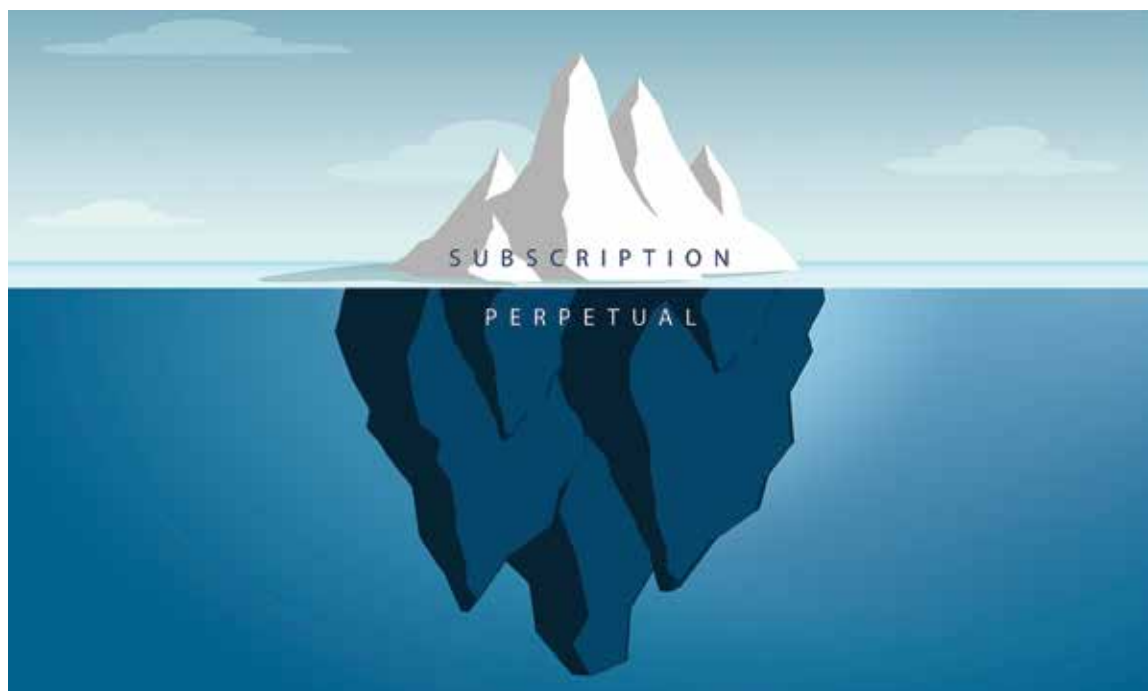
*Standard 12 month membership runs 1 July 2020 to 30 June 2021

PROTECT

PROMOTE

PROVIDE

Subscribe to the future



An iceberg depicts the differences between the two types of software purchase. With a subscription license all the costs can be seen, but with a perpetual license there are often hidden costs of software updates and technical support.

Subscriptions replace the significant outlay of buying perpetual software licenses with predictable low-cost payments making software more affordable. The benefits of the subscription model are vast. Subscribers are always up-to-date. They get the latest and most complete applications – all with minimal upfront risk and minimum impact on cashflow.

Microsoft recently announced it's the shift towards Microsoft 365, thus making purchasing perpetual licenses for its Windows operating system a thing of the past. Dropbox, G-Suite, Xero, MYOB, Adobe products and Zoom are just a few more examples of software that are all offered as subscriptions. Why are all these businesses moving to this model? The answer is in the undeniable benefits to both the consumer and the provider.

For consumers, the value of a subscription model is in the affordability and adaptability. You don't need to make a significant upfront investment and hope it turns out to be the right choice. You can forecast and budget for a consistent monthly or annual cost. For providers, the value of a subscription model is the ability to predict revenue

through recurring sales. This consistency in revenue also allows subscription-based companies to calculate the lifetime value of a customer, scale resources and offer simple pricing. Implementing a subscription model helps shift the focus away from customer acquisition and more towards customer retention.

Software is never one size fits all. Some CAD/CAM software applications are ideal for designing cabinets fast and efficiently, and other software applications are perfect for manufacturing reception desks and commercial shops. Then you have software designed for 3D carving and signwriting. Most businesses might benefit from running all three styles of software, but the cost of perpetual licensing makes that unrealistic. That's why I am excited to see the shift towards subscriptions. It will give the consumer the ability to use the right tool for the job and the freedom to switch providers easier if their needs change.

CADMATE PTY LTD
Phone 0414 773 556
www.cadmater.com.au

The KBDi Designer Awards a great success in a virtual environment

The Kitchen and Bathroom Designers Institute (KBDi) was delightfully surprised at the response to its 2020 Designer Awards program. Despite the current state of the world, the industry group achieved its highest number of entries yet. A whopping 40% of the submissions came from first-time entrants, and this growth in the KBDi community is certainly something to be excited about.

While the traditional KBDi Gala couldn't go ahead, Australia's finest designers traded their black ties for tracksuits and stilettos for slippers, and settled into a 'virtual gala' experience. Almost 200 guests gathered for a fun night of face timing and keyboard chats as the winners of the state and national awards were announced.

This article features the top three winners of the KBDi Designer Awards 2020 program, and highlights the very popular Design Space category award.

KBDi Australian Certified Designer of the Year 2020

The KBDi Australian Certified Designer of the Year 2020 is the premier KBDi award, with finalists required to meet a highly comprehensive set of criteria. In a new initiative, this category

was judged by a separate specialist panel. Melbourne's Clinton Buckwell has a long list of accolades and decades of design experience – he brought incredibly practical insight and a keen eye for design and construction detailing to the 2020 judging process. Likewise, Sydney's Cherel Millist CKD Au brought a wealth of experience and a passion for design to the panel, and the pair were perceptive and professional from beginning to end.

With seven spectacular finalists in this particular category, there could only be one winner. The title was duly awarded to New South Wales member, Darren Genner CKD Au (Minosa).

The judges were completely in awe of this triumphant design. The designer demonstrated great skill and tenacity, conquering the surprises and constraints that arose throughout the process with practical and original flair. The panel commended the exceptional level of documentation: from concepts to working drawings and specifications, the project was meticulously detailed. The entrant has proven himself to be the epitome of an accredited designer, and is a very worthy recipient of KBDi's premier award.





KBDi Australian Kitchen Designer of the Year 2020

The 2020 kitchen category awards were generously sponsored by KBDi Premier Partner, Multitap. This support secured the winner a \$1,500 voucher for professional or business development, along with the coveted title of KBDi Australian Kitchen Designer of the Year.

New South Wales designer, Simona Castagna (also of Minosa), secured the win with this stunning kitchen entry.

What's not to love about this kitchen? This exceptional home needed a suitably stylish kitchen: the designer presented an integrative, functional and visually stunning solution that met the clients' brief and paid homage to the architectural style of the residence. The judges commended the designer on her clear and comprehensive presentation and cohesive design solution.

KBDi Australian Bathroom Designer of the Year 2020

E and S Trading were the generous sponsors of the KBDi 2020 bathroom category awards. With their support, Melbourne designer, Olivia Cirocco (GIA Bathrooms & Kitchens) won a \$1,500 voucher for professional or business development, along with the well-deserved title of KBDi Australian Bathroom Designer of the Year.

Elegant. Sophisticated. Timeless. The judges were unanimous in this decision: the designer delivered a stunning and sensitive makeover to this heritage-listed, classic Edwardian home, and was deemed a worthy winner of this highly coveted award. With careful planning and great respect for the existing architecture, the entrant presented an ensuite design that will suit many generations to come. The judges commended the designer on her clear and concise documentation and an exceptional eye for detail.





► KBDi Design Space Award

The KBDi Design Space Award 2020 was generously sponsored by Cabinet Makers Insurance Brokers. The Design Space Award provides an opportunity for designers to submit work of any domestic design space outside of the kitchen or bathroom. KBDi received an impressive number of entries this year, including a stand-out collection of laundries. This prompted the organisation to split the category and create a sub-category dedicated to the washing workhorse of the house.

New South Wales designer, Donna Allen (The Space Within) received the Design Space (Laundries) award with this spectacular space.

Donna's clients were looking for a reinvention of their laundry: they wanted an injection of fun into an otherwise boring space. The designer took this brief and soared, playing with custom wallpaper, terrazzo flooring and a gloriously glossy green splashback. The room isn't all good looks, though - the layout is practical, functional and cleverly planned. A well-deserved winner, for sure.

See all of the above and more at KBDi's website (kbdi.org.au), or follow them on Instagram (@kbdi.org.au) for a steady stream of design inspiration. ■

GO BEYOND WITH CDK STONE



THE ONE PARTNER YOU NEED FOR STONE

CDK Stone have sourced the finest equipment from around the globe. Tried, tested and trusted, these products will take your business to the next level.

Learn more at :
www.cdkstone.com.au/AWISA



MACHINERY | TOOLS + EQUIPMENT | SERVICE | FINANCE | NATURAL STONE | NEOLITH | NORTHSTONE | STONE CARE

Melbourne 03 8552 6000 | Sydney 02 9822 5155 | Gold Coast 07 5537 3222 | Adelaide 08 8340 2877 | Perth 08 9406 3100 | Auckland +64 9475 0495 | Christchurch +64 3928 2303



INTRODUCING THE NEW SIGE PRO LINE RANGE

Wilson & Bradley are proud to introduce the new SIGE Pro Line range to our current offerings of quality wire ware solutions.

Available in a variety of storage solutions, including pull out pantries, bottle racks, corner units and kidney shelves, SIGE Pro Line can complement any kitchen space.

This new range defines clean lines in an efficiently ergonomic way. The SIGE Pro Line incorporates painted metal surrounds, which creates a balance between functionality and design.

Visit our website to order online www.wilbrad.com.au
Call us direct on **1800 633 507**
Make an enquiry at: sales@wilbrad.com.au



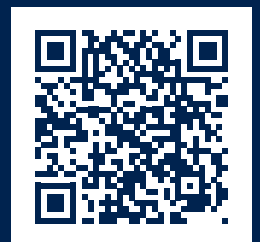
@wilsonandbradley

MELBOURNE: 94 Bell Street, Preston, VIC 3072
SYDNEY: Unit 4, 3 Basalt Road, Greystanes, NSW 2145
BRISBANE: 105 Corymbia Place, Parkinson, QLD 4115
PERTH: 19 Christable Way, Landsdale, WA 6065
ADELAIDE: 79 Frederick Street, Welland, SA 5007



HOMAG

**Go digital.
Intuitive.
Flexible.
Clear.**



Find out more about HOMAG software for efficient working on our website or ask.

www.homag.com

YOUR SOLUTION

Responsible Wood inspires student

A GRADUATE STRUCTURAL ENGINEER at the University of Queensland has been awarded the inaugural Responsible Wood Civil Engineering Prize for excellence in timber design. Bridget Scanlan is investigating computational tools for residential timber design for her final-year thesis at the University of Queensland. She has also developed new algorithms for automated building floor plate design from site-scan data, as well as a new tilt-up prefabricated timber frame system.

Bridget's prize was announced at the presentation dinner in Brisbane and was accepted on her behalf by thesis supervisor Dr Joe Gattas, a civil engineer and lecturer at UQ. Presenting the prize, Responsible Wood CEO Simon Dorries said the presentation dinner provided an ideal opportunity to connect with the next generation of leaders in civil engineering, a generation increasingly concerned with the wellbeing of global forests.

Responsible Wood is the governing body in Australia for PEFC International, the world's largest forest certification scheme. "Certification plays a crucial role in ensuring forests are managed responsibly and sustainably, now and for multi-generational use in the future," Mr Dorries said. "Responsible Wood is committed to working with universities to educate tomorrow's leaders about the power of forest certification for greater good".

Bridget Scanlan, who topped the civil engineering timber design course at UQ, says the goal of her thesis is to develop an affordable modular housing system that can be customised to suit each site and its residents. The prefabricated structure is composed of engineered timber I-Joists that make use of lower-value wood products, which are connected together into portal-frame slices using a novel tension strap system.

"The resulting house can be quickly assembled by a few people, without the need for cranes or heavy transport vehicles," Bridget said. The portal frame modules can be configured to form many unique floor plans, allowing for various exterior finishes, and can be disassembled and reconfigured multiple times with minimal wastage.

Bridget Scanlan explains: "This structural and aesthetic flexibility provides an opportunity for residents to customise a home for which they can be proud.

"In order to provide unique and practical dwellings without incurring costly consultant fees, a semi-automated design tool



Hanging in there for timber design. Bridget Scanlan swings on a prototype by Dr Joe Gattas, a lecturer at the University of Queensland.



Simon Dorries (left) and Dr Joe Gattas at the presentation of the inaugural Responsible Wood Civil Engineering Prize for excellence in timber design.

was developed to step the user through the decision-making process. The computational tool takes in a 3D model of the site from a photogrammetry scan which can be taken using a smartphone camera. It then generates and optimises the home layout for the site and user goals, based on criteria such as solar exposure and floor area, and presents a short-list of high-performing options to the user."

The workflow has been implemented in Python 3 with visualisation in Rhinoceros 6 Grasshopper CAD software, and could easily be extended to include additional criteria, structural design calculations and drawings, or adapted to other structural systems. Bridget recently accepted a graduate engineer position in Melbourne with the Robert Bird Group, a global consulting engineering firm. ■

20% deposits are now lawful

- a win for the WA cabinet making industry

In 2018, the CMAWA met with the WA Minister for Commerce in relation to difficulties experienced by cabinet makers with the Home Building Contracts Act (HBCA). In particular WA cabinet makers were restricted to taking maximum project deposits of just 6.5% from their residential customers, and an inability to claim progress payments for off-site manufacturing.

The Minister then asked the Department of Mines, Industry Regulation and Safety (DMIRS) to investigate options to address these concerns. CMAWA and DMIRS worked together and pursued a consultative process aimed at achieving a positive outcome.

The increase in the allowable deposits to 20% where 50% of the work is done offsite, has now

been legislated, and cabinet makers can lawfully charge this amount for residential contracts over \$7500. It is of note, that there has never been, any other successful amendment of the current Act.

This is a partial resolution, and CMAWA still need to pursue other areas of concern such as allowable progress payments for work completed but not yet installed. CMAWA will continue its advocacy on this matter to further support the cabinet makers of WA.

Many key people were involved in this project but credit must go to CMAWA members, as they took the time to provide comments and responses to the survey conducted in December 2018 by DMIRS to improve its understanding of the industry, and the issues it faced.

The survey responses identified that deposits and progress payments were a contentious issue for cabinet makers with a high level of non-compliance with the Act. The information obtained from the survey responders (90% CMAWA members) was then used to draft an amendment to the Act and presented to the Minister for consideration, and to pass as law.

"We trust other construction trades may benefit from this journey, but on this occasion, it is a proud achievement for the CMAWA members who have effected change in their industry," said Ugo De Laurentis, President CMAWA.

CABINET MAKERS ASSOCIATION OF WA
www.cmawa.com.au



Inspired design and functionality

Lincoln Sentry is delighted to present a contemporary suite of kitchen, outdoor and laundry sink and tap solutions from Oliveri. A superior selection that integrates practical functionality with a beautiful design aesthetic for today's modern home, the Oliveri range has something for everyone.

Oliveri

Visit lincolnsentry.com.au or call 1300 551 919



@lincolnsentry



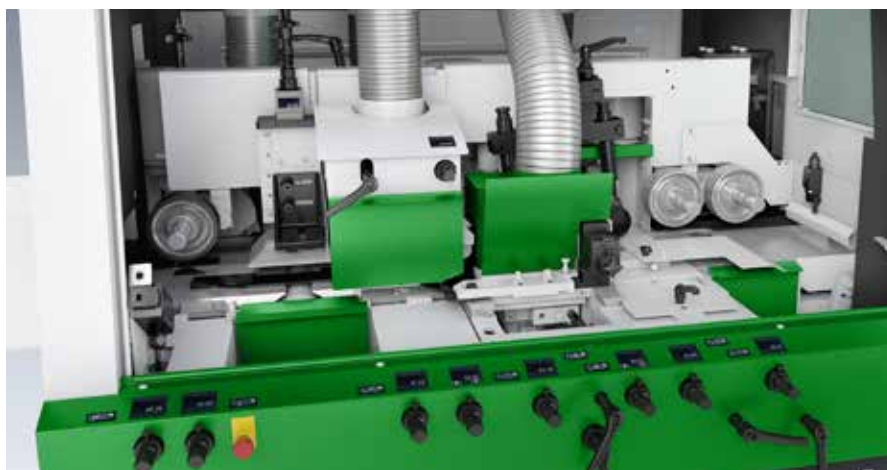
Lincoln Sentry

LINCOLN
SENTRY

The Lincoln Sentry logo is a registered trade mark of Lincoln Sentry Group Pty Ltd. Oliveri™ is a registered trade mark of Oliveri Solutions Pty Ltd.

Reliable, fast, flexible

- the new generation Weinig Profimat moulders



Solid wood value-added manufacturing is increasingly important to optimise returns from log processing. High quality moulders that are reliable, simple to operate, give precise, repetitive results, require minimum maintenance, and are cost competitive go a long way towards enhancing solid wood processing profitability.

Managing Director of Weinig Australia, Markus Ostermaier stresses that with the Weinig heritage of German design and engineering excellence, together with the omission of unnecessary electronics, Profimat moulders are extremely reliable and require minimum maintenance.

"The intelligent design of the Profimat ensures short set up times, high user safety and ergonomic operation with simple controls."

"The sawmilling and advanced wood processing industry will be hard-pushed to do better than a new Weinig Profimat moulder," he said.

The new Profimat moulders are the answer if sawmilling and wood processing businesses are seeking to upgrade their existing moulding station to greatly improve planning and profiling precision and efficiency.

The Profimat moulder series follows in the footsteps of Weinig's tried and tested wood processing machine solutions, and builds on their strengths, optimises them and adds advanced features. Despite various innovations, the new Profimat does not require more space than comparable predecessor models.

New, next generation Profimat moulders are available in two versions that concentrate on the essentials, while still offering users a range of manufacturing options. They have been designed and manufactured to meet the increasing challenges of a rapidly changing industry. They offer the speed, flexibility, reliability and quality needed to survive in the market in the long run.

Profimat moulders can be equipped with an intelligent control package ideal for frequently repeating products. A touch screen display offers clear user guidance to set for profiles with the push of a button. Motorised CNC controlled axis provides automatic setting for planned all-round production.

Markus Ostermaier confirmed that the intuitive operability of the Profimat ensures short setup times, high user safety, pleasant operating comfort and consistently safe working.

"Plus, with its robust cast iron machine base and spindles in proven Weinig quality, the Profimat ensures a high surface quality of all work pieces."

"Thanks to its compact, robust design and the omission of unnecessary features, the Profimat is surprisingly durable and requires little maintenance. And if you have big things to accomplish, the Profimat is available with an optional working width of 260 mm. The standard width is 230 mm," he said.

MICHAEL WEINIG AUSTRALIA PTY LTD
Phone 1800 736 460
www.weinig.com.au

Morbidelli X200 - welcome to the NeXting generation



With its European built quality and innovative features, the new Morbidelli X200 nesting machine meets the ever-changing needs of the Australian market. The X200 is ideal for manufacturers that need a solution with excellent performance, maximum configurability with flexibility and productivity.

"The Australian nesting machine user has always required a machine that is geared towards flexible, batch-1 production. But we have an increasingly higher demand from customers looking for more out of their CNC machine. They want more flexibility and more capability. The Morbidelli X200 can meet all of these demands", says Paul Edmunds, CNC Product Manager for SCM Australia.

Design

Every detail of the Morbidelli X200 was designed with the durability and flexibility that operators require in mind. The machine is robust, heavy-duty, fully automatic and can be customised to the end users specific requirements with features that were previously unavailable on a nesting machine.

"Customisation and flexibility were a priority in the design process of the Morbidelli X200", say Paul. "Obviously the machine is available with features that Australian manufacturers have come to expect. Machines are available in working areas to suit the most popular sheet sizes in Australia, and even the larger European sheet sizes. The machine is configurable to run in the best direction for the layout of your factory. Left to right or right to left direction – no problem at all. But also, the machine has a wide range of

optional devices that can mean your nesting machine can do machining processes that were not easily done before."

Exclusive features

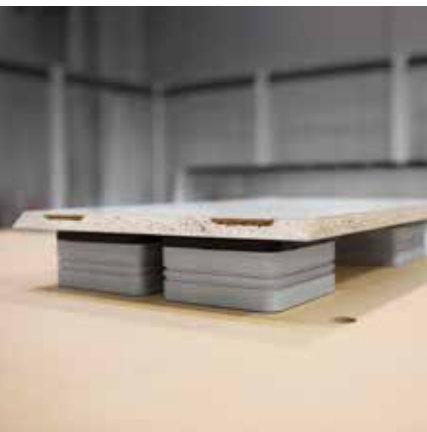
The Morbidelli X200 has unique devices that are not found on other nesting machines in Australia - features like the patented X-POD system. The X-POD is an exclusive suction system which allows suction cups to be mounted directly onto the spoil board. This is incredibly beneficial for customers who not only nest but want to regularly use their CNC machine for single component manufacturing and want to minimise set up times. Components that require profiling or horizontal drilling can now be set up in a matter of minutes.

Another completely unique feature of the machine is the X200 Dynamic Vacuum option. When the machine is equipped with multiple vacuum pumps, one of the pumps can be dedicated to the independent table zones of the machines. The vacuum suction follows the path of the electrospindle, meaning that there is a much higher hold down capacity on individual components. Machining can occur at much faster feed rates, even on small components.

In addition to the faster feed rates that can be achieved, the machine has other considerations to improve the speed of processing. The Fast tool change rack, with multiple tool spaces and mounted directly on the mobile gantry unit, reduces tool changes to less than 15 seconds. Also, the Morbidelli X200 drilling blocks can save up to 60% of time on drilling cycles thanks to the new drilling optimised head solutions. When supplied as a full cell, the machine has an extremely efficient load/unload cycle - a mere 30 seconds from chip to chip.

The Morbidelli X200 is available in Australia now. For more information, full specifications and demonstrations contact SCM Australia, and find out why the Morbidelli X200 is the nesting solution Australia has been waiting for. Welcome to the NeXting generation.

SCM GROUP AUSTRALIA
Phone 1300 422 238
www.scmgroupaustralia.com.au



CAD+T

Interior Design &
Production Software

Software solutions
for bespoke
furniture design,
construction and
production

Up to 50%*
increase of
factory
productivity

Direct CNC
connection
within 1 week

Complete
ERP solution



* Figures based on our reference client
New Age Cabinet Design in Perth

CAD+T Australasia Pty Ltd

Level 5, 23-25 O'Connell Street
NSW, 2000 Sydney

Phone: +61 (2) 800 620 67

E-Mail: office@cadt-solutions.com

Web: www.cadt-solutions.com

Specify veneers correctly with TVAA publications



Using timber veneers correctly need not be a mystery, according to Terry Franklin, President of the Timber Veneer Association of Australia (TVAA).

"We have publications on all aspects of veneer usage", says Terry. "On our newly revamped website there are data sheets on topics ranging from minimising colour change to specifying finishes".

Publications can be selected by hitting the 'How to Specify' tab and/or the 'Technical' tab on the TVAA website at www.timberveneer.asn.au.

As well as data sheets on specific topics, more comprehensive publications are available. These include the second edition of the Association's handbook titled 'Veneer', which explains the technical terms used in specifying various types of veneer.

The handbook shows how different visual effects can be achieved, such as book matching and slip matching. Topical issues such as carbon storage, fire hazard and chain of custody certification are also explained.

The 'Veneer' handbook is one of the most popular downloads from the TVAA website but

hard copies are available on request if preferred. Hard copies can be ordered through the TVAA Info Line on 1300 303 982, or by email to info@timberveneer.asn.au, and are mailed out free of charge.

For the serious veneer user the 146-page 'Manual for Decorative Wood Veneering Technology' has all the answers. Written by Dr. Barbara Ozarska, Leader of the Forest Products Research Group at the University of Melbourne, the manual is an authoritative guide to all the factors involved in the use of wood veneers.

The 'Manual for Decorative Wood Veneering Technology' is not available in hard copy but can be downloaded from the website. The latest second edition incorporates recent research results with expanded and updated graphics and diagrams.

TVAA acknowledges the funding assistance of Forest & Wood Products Australia in producing the manual, ensuring that this resource could be made available to all users of veneered products.

TIMBER VENEER ASSOCIATION OF AUSTRALIA

Phone 1300 303 982

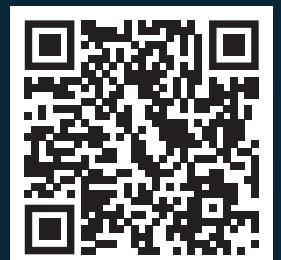
www.timberveneer.asn.au

HIGH END TECH FOR THE EVERYDAY OPERATOR

WOODTECH



Introducing The Wood Tech Australia range.
An exclusive range of CNC routers, edgebanders and panel
saws, engineered **perfectly for Australian conditions.**



Hygienic contact-less waste bins

Concelo® by Hideaway Bins is the answer

Covid-19 has created an environment where we are all having to change the way we live and behave. We are more conscious of the surfaces we touch, especially in workplaces, rest homes, childcare centres, or medical centres with high use appliances such as a waste bin.

Where possible a hands-free waste bin is ideal, as the user is able to bump open the waste bin with a hip, dispose of waste, and then bump the bin closed again without having to touch the bin at all. Often integrated waste bins have separate lids on them to control odours, but they require the user to remove them by hand before disposing of waste.

Concelo® by Hideaway is the ideal waste bin for commercial specification, as it works with electronic push to open. Meaning the user can open the waste bin with their hip and dispose of waste without having to touch the unit. The synchronized concealed soft close runners operate so smoothly that the double bins can open easily giving the user access to both buckets instantly.

Unique to Concelo is the hands-free Active Lid, which lifts off the waste buckets upon opening to allow hands free access to dispose of waste, and then it closes over the buckets upon closing for odour control. This used in conjunction with electronic push to open, makes Concelo the ultimate hands-free waste bin solution.

Concelo comprises of Clip n Clean componentry which means the bin can be very easily cleaned to ensure hygiene remains



Push to open compatible.

high. The trays the buckets sit within can be removed with a simple clip off action and cleaned with hot soapy water. The Active Lid is also removable with very little effort and is super simple to reinstall ensuring complete hygiene.

Concelo waste bins are available nationwide, through Hideaway's distribution partners; Nover, Häfele and Galvin Hardware.

HIDEAWAY BINS

Phone 1800 420 642

www.hideawaybins.com.au





Pull-out shelf lock

A practical lock-open stop for pull-out shelves with full extension. Easy to assemble, the discreet and space-saving Pull-out shelf lock by Blum is a versatile shelf creating additional worktop or shelf space to any area of the home.



Easy to assemble

Pull-out shelf applications can easily be upgraded to a Pull-out shelf lock in just a few simple steps.



Easy installation

The locking unit is easily attached to the synchronisation shaft.



Fitting and template rolled into one

The locking unit and latching element also serve as a template making it more convenient.



[blum.com](https://www.blum.com)



by Rick Lee

The Australian woodworking industry mourns an industry icon and pioneer

Anthony Passmore's role in the woodworking industry was something like that of a missionary, though he would have laughed at the analogy. But when I first met Anthony, he was ploughing a lone furrow at an AWISA trade exhibition, extolling the virtues of his software and promising a glorious future for those who converted. I recall being struck by his unswerving belief – despite the apparent lack of enthusiastic followers – that computers would change the industry one day and would change it forever.

It's not often one can point to a man and his career and say he was truly a pioneer, but when Anthony founded his company 'The Solution Specialists' and proceeded on a quest for industry acceptance, we had little way of knowing just how profound an impact he would have on the way we work. Like all trails to be blazed, this was no easy road to follow. Early costs of software were quite frightening to a hands-on woodworking world; woodworkers were more inclined to invest in tools and equipment than they would in software, and "Tradies", as they were known, didn't use computers, a myth that would soon prove to be completely wrong. Undaunted by the prospect, Anthony spent the early years doing the hard yards, travelling the country, diligently demonstrating his wares and slowly but surely convincing an industry that it was time for a change. Where once he would stand, almost forlorn and alone, on his tiny square of exhibition space, watching clients pass by with disinterest, we soon saw the growing throngs of excited business owners lining up for demonstrations; Anthony Passmore was on his way and the Planit Cutting Edge Solutions dream was now an unstoppable reality.

I spoke to Jeff Chapman of Internetit, Anthony's good friend and industry colleague, and I asked him about the early years. "I first met Anthony in the late 1980's as a brash young salesman. He was selling us a new product called "The Detailer", running on an Epson 386 Computer and with a plotter to draw the kitchen. Over the years we would meet on his sales trips to Queensland and he would stay at our house. During these visits we would enjoy go-karting. Anthony was always as competitive with that as he was with his sailing and ultimately his business." Jeff went on to describe Anthony as a man who knew where he wanted to be. "He would seek the advice of others but would ultimately make and back his own decisions in business. His business decisions were always with the ultimate aim of being the best and to help clients improve their business in the process."





It's no coincidence that as Anthony's company fortunes began to grow, so did those of Cabinet Vision across the globe. Anthony's input had a huge impact as the brand grew and product development went hand-in-hand with their cooperation. It wasn't long before Planit was the leading Cabinet Vision reseller across the entire world, a remarkable feat when you consider the population of Australia compared to other markets.

Like all great leaders, Anthony went about surrounding himself with a capable team and allowed them to thrive under his guidance. I spoke to Planit Marketing Coordinator, Blake Cugley, about his experience under Anthony's management. "Anthony was not your average boss," says Blake. "More of a father figure, he encouraged you to take ownership, but at the same time he was always there to give advice. Sometimes you would seek out his help, only to find that he had been watching your progress and knew exactly what you needed. He let you use your initiative but at the same time, he didn't lose track of what you were up to."

I interviewed Anthony during the AWISA exhibition in 2018; life was much easier, he told me, because the company was now in good hands. He had a team to be proud of and faith in their ability to run things without him. His passion for boats and sailing had long been a goal for when time became

available to indulge himself on the water. "I can do that now and know everything is being competently looked after in the business," he told me. We talked fondly of the old days and he joked about dragging visitors into the booth to show them his software. As we shared stories and remembered the tiny exhibition booths of the early years, we looked around at the dynamic swarms of activity filling the Planit floor spaces of today with arrays of computer consoles and forty-odd staff trying to keep pace with demand. Now one of the largest stands on the bi-ennial AWISA exhibition, it was a far cry from the early days. "I have a good team of boys and girls," Anthony said. "The company is in good hands."

I can't help reflect on the fact that Anthony had finally accomplished what he set out to do. He had converted the sceptics and helped change an industry forever. It's a legacy for which he will be fondly remembered. ■

CMAWA supports rural WA Men's Sheds

A CMAWA community-based project to install a new kitchen for the Kellerberrin Men's Shed was made possible by CMAWA partners Proform, Lincoln Sentry and Laminex. The Kellerberrin Men's Shed secured a grant from Lotterywest to install a new kitchen in its facility. The proceeds from this grant included the provision of building work to this area, plumbing, electrical, appliances, tiling and painting, so the funds for cabinetry remained restricted.

As the CMAWA is always keen to support projects such as this one which gives direct benefits to local and rural community members, it was full steam ahead for the CMAWA team. The CMAWA is privileged to be able to support such community-based projects and appreciated the fantastic support from key partners Proform, Lincoln Sentry and Laminex who supplied the materials to make the building of this new kitchen possible.

Ugo De Laurentis of Delta Cabinets acted as Project Manager and worked hard behind the scenes, liaising with key suppliers to support the project. The outcome was overwhelming.

At Proform, Mark Anderson donated all Egger Tightform benchtops, was involved in both assembly and install, and provided his truck for transport to Kellerberrin.

At Lincoln Sentry, Andrew Loughton donated all hardware including Blum hinges and Finista soft closing drawers and came to Kellerberrin to help on the installation day.

Laminex provided board at hugely discounted rates. Laminex attended the assembly day and donated some hand tools to the Men's Shed.

The kitchen cabinetry was manufactured at Delta Cabinets in Bayswater. Assembly of the cabinetry took place at Delta's workshop with help from several CMAWA members who volunteered their time for the full day exercise. To keep the



chaps on track and well fed, hosts Diana and Ugo prepared a delicious feast.

A couple of weeks later, all roads led to Kellerberrin, about 200 kilometres east of Perth, where the installation team got to work and completed the new kitchen installation with great success.

A special thanks to: Bruno Greci, owner of the Kellerberrin Hotel Motel, for providing accommodation for the installation team; the Kellerberrin Men's Shed for providing lunch for the CMAWA team on installation day and hosting them for dinner at the Kellerberrin Hotel Motel; and the CMAWA installation team for volunteering their time, hard work and expertise to ensure the project was a success.

A big thank you also to the following CMAWA members who took part in the initiative as volunteer cabinetry assemblers and installers: Master Class Cabinets WA, Brewer Machinery, Samuel Cabinetry, Style Side Cabinets, and Crown Cabinets & Design.

CABINET MAKERS ASSOCIATION OF WA
www.cmawa.com.au



Kinvaro T-Slim wins Red Dot Design Award 2020

Yet another award for GRASS: the drawer system Vionaro was only recently honoured with a Red Dot Award; this year, GRASS has won this prestigious award in the "Product Design" category for its new, completely innovative movement mechanism Kinvaro T-Slim.

The Red Dot Award focuses on values that are particularly important in product development terms and contribute to making a product stand out from the competition: innovation and high design quality. The international jury awards its seal of quality approval only to products of outstanding design quality; accordingly, the competition for this award is fierce. Last year alone, around 6,500 products were submitted for consideration. From this huge number of submissions, Kinvaro T-Slim was one of the products chosen as outstanding. GRASS has now won one of these coveted design awards for the fifth time.

With Kinvaro T-Slim, the award has been given to a movement mechanism that is a market first. Kinvaro T-Slim is the thinnest, most efficient flap lift system ever developed by GRASS. It

combines purist looks with outstanding durability and the art of perfect movement in a unique way. The flap lift mechanism blends into the furniture almost invisibly, thereby unlocking completely new possibilities for overhead wall cabinets. It offers furniture designers and manufacturers maximum flexibility. Besides the aesthetic bonus, the reduction in size offers another advantage: the flap lift mechanism takes up very little room, which means that the available storage space can be used to its full potential.

"We are extremely delighted about winning yet another Red Dot Award," says GRASS product manager Harald Küper. "The award confirms the feedback we have had from our customers: that there is currently no other product like Kinvaro T-Slim to be had on the market, and that its advantages totally meet the zeitgeist."

GRASS AUSTRALIA
Phone 03 9421 3048
www.grass.at



NEW MORBIDELLI X200/X400 WE HAVE ALREADY DESIGNED THE FUTURE OF NESTING

The new generation of Nesting CNC machining centres meets the needs of a market increasingly oriented towards flexible and batch-1 production, combining excellent performance, maximum configurability with increased flexibility and productivity.

morbidelli x200 and x400 allow to execute **horizontal drilling, to use specific pods directly on the spoil-board** and are equipped with a work table divided into **vacuum zones that can be activated only when necessary**.

The ultimate solution to simplify work: cell version, available to configure the machine no matter the material flow required.



Darren Palmer Handle Selection from Hafele

Open the door to inspiration

Projects deserve the highest quality of hardware from hinge to handle. Hafele's newly released Darren Palmer Handle Selection range will help make projects stand out.

Handles are an important focal point of any project as they add a visual centre to any cabinet. Just think about the different styles of handles that would be used for a farm-style kitchen versus an urban kitchen.

The Darren Palmer Selection covers a range of Hafele handles which can be compiled into four different periods: Retro Glamour - H1925 and H1930, Simple Contemporary - H1950 and H1335, Edgy Modern - H1960, H1910 and H1935 and Farm style - H1715, H1565, H1530 and H1710.

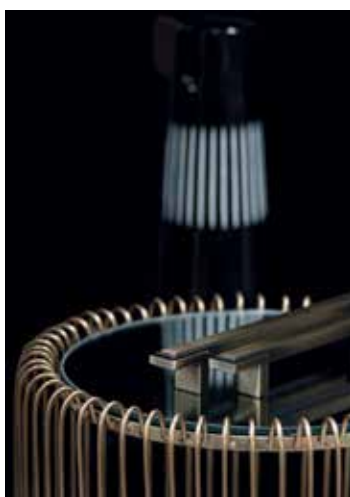
What inspires? Shapes and colours. Materials and finishes. Favourite

furniture. The entrance portals of old townhouses. Chopin's Nocturne Es-Dur Opus 9 No.2 or the old punk record with beautiful scratches. Contrasts are especially inspiring. It is so rewarding when they suddenly meet.

Thick and thin, big and small. Black, white and colourful. Minimalisms and exuberant life. Sweet, sour, salty. Contrasts attract. In surfaces, haptics, transitions.

Hafele's Darren Palmer Handle Selection is the perfect launch pad to start that journey and find a handle that helps to open the door to inspiration.

HÄFELE AUSTRALIA PTY LTD
Phone 1300 659 728
www.hafele.com.au



by Simon Hodgson

One man's journey as a business coach

ONE THING COVID-19 has taught us is how to look at things differently. As an industry, we are faced with a variety of consumer attitudes, supplier requirements and challenging staff issues. And with every state having different rules, one thing is clear: those who value their business, their staff and their customers are working harder than ever, to ensure that not only does their business survive, but it comes out the other end, better than when it went in. And that attitude, despite everything that has been thrown at them, should be applauded.

This time last year, we looked at what the industry could do 'before it got busy'. One of the people we talked to was Bruce Poling from The Joinery Coach. So, I contacted Bruce last month to talk about how our lives had changed (possibly forever), how he started and how his mentoring/coaching is helping those who want to be helped.

Bruce began by musing on the turning point in his career.

the light bulb moments that were a driving force

He said: "I am in many ways a typical cabinet maker that decided he could do things better than the boss and wanted more in life than a job was going to give me. Early on, I had it in my head that I was going to be a successful business owner and have an amazing lifestyle because of it. In early 1990s, I planned out how I would upskill myself to have the skills and knowledge to run a business because I knew being a good cabinet maker would not be enough. Many years later I ended up with a highly successful kitchen cabinet manufacturing company. Unfortunately, I had not yet learned how to balance business and life. The business actually took away the lifestyle I had wanted to give me and caused me to burn-out. Fortunately, this made me stop and assess what I really wanted in life".

Bruce remembered that great advice from coaches and consultants helped him to finally make a profit in his joinery

business and that was one of the light bulb moments that was a driving force behind him wanting to become a coach and help others like himself.

"I was extremely fortunate to have great people to guide in this very delicate period of my life so I could find my true passion. In 2002 I sold my joinery business so I could pursue my goal of becoming a business coach, helping people turn their joinery business into a profitable investment, and find the wealth and freedom they have been wanting from day one," he added.

For many of us, selling isn't about the product; it's about the relationships you make with a potential client and the trust you are able to instil. Similarly, the art of coaching has as much to do with the relationship with the client as with the results. The coaching process also looks closely at ensuring your team functions in theory as well as in practice. I asked Bruce about his first client and where that relationship stands today. He said: "I started working for Planit Canada as a consultant and tech integrator soon after selling my business, so I had the luxury of meeting many business owners in that role. They all wanted more from their businesses like I did, and I am happy to have been able to help them refocus on priorities and make sure they did not end up living the same day over and over and not achieve their goals. To this day we still exchange emails and report on each other's progress since that time".

I wanted to know, in today's market, what is Bruce's mix of clients like and what are the challenges (aside from COVID) these businesses face? "We work with business owners and their teams from all over the world (mostly UK, Australia and NZ) that run joinery/cabinet/furniture/shopfitting and other related business like 2-pac paint, benchtops etc. These are normally businesses that have been operating for 2+ years and are ready to take things to the next level. We do also have a new program (Recalibrate) for smaller businesses who really need to learn foundational business skills and want to be part of a supportive community," Bruce replied.

In Bruce's experience, for his coaching programmes to be successful, a business owner needs to have a specific problem they need to solve or be very motivated to change the 'situation normal' to get different results; and to trust that Bruce and his team can help them solve that problem and achieve that result.



Bruce adds, "I have always felt that in many 'selling' scenarios, the main issue isn't the lack of ability to sell, it's the fear of real margin. How do you address the fear factor and what are the typical downfalls of not understanding real margin and addressing it head on? Return on investment in the business must be a priority. These are easily solved by knowing your costs and marking up for profit and having a great marketing system that drives work to your door. Too many businesses and business owners feel like they will never be able to have a profitable business so they accept break-even as the best they can do. This is not so much a fear, but rather an unfortunate acceptance because all they need to do is gain a higher level of skills and knowledge on 'how' and they can have the profitable business they want – and need".

When it comes to 'margin' Bruce prefers to challenge the "but this is the way we've always done it" viewpoint. As he explains, "We don't look at margin. We focus on "mark-up" from cost. If you don't know your costs, there is no way to know how to "mark-up" for profit and you will also not see the profit "margin" you want".

Apart from the word "unprecedented" the most used word this year has been "COVID". For someone like Bruce Poling,

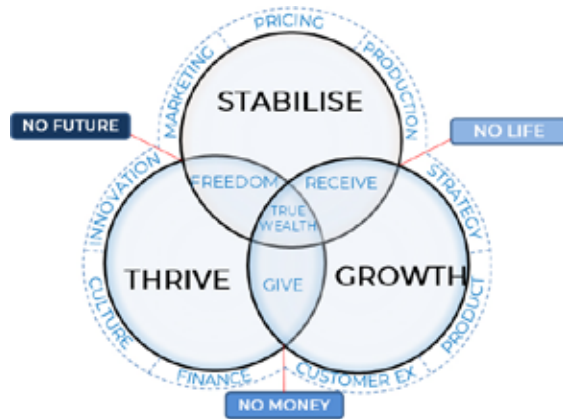
you'd think the current situation would have resulted in a slowing down of his activities – but it's actually the opposite. "We see our industry and clients have been forced to have a critical look at operations and reassess the viability of the business," he explains.

In Bruce's experience, joinery business owners will find themselves in one of three categories:

1. Already on a growth and improvement journey. COVID confirmed they were doing the right things and they were already playing the "long game".
2. People not committed to playing the "long game", still believing things will get back to normal and all will be ok (of course, this is not going to happen and people in the position will slip back eventually).
3. People who were already in trouble and this is just the one last thing they didn't need to force them into closure.

Bruce specifies that, of course, COVID did not create any of these three categories. It merely highlighted which one each business is in.

He speaks to a success story which has generated some terrific results for one of The Joinery Coach's clients: Kurv Living. ►



- Based in Melbourne, Chris James started Kurv Living with the goal to work with some of Melbourne's leading architects and builders.

Bruce says "Chris wanted his business to give him and his family the certainty of a future they wanted. But when we first started working together the business was not on that path and Chris knew something had to change.

One of the first things we did was install a cost-plus pricing system so Chris could be certain every job they did was profitable and the business would also be profitable. Chris learned that profitable jobs do not automatically create a profitable business if the overhead costs have not been accounted for".

The next step was to create better flow in production to reduce lead-times and defects.

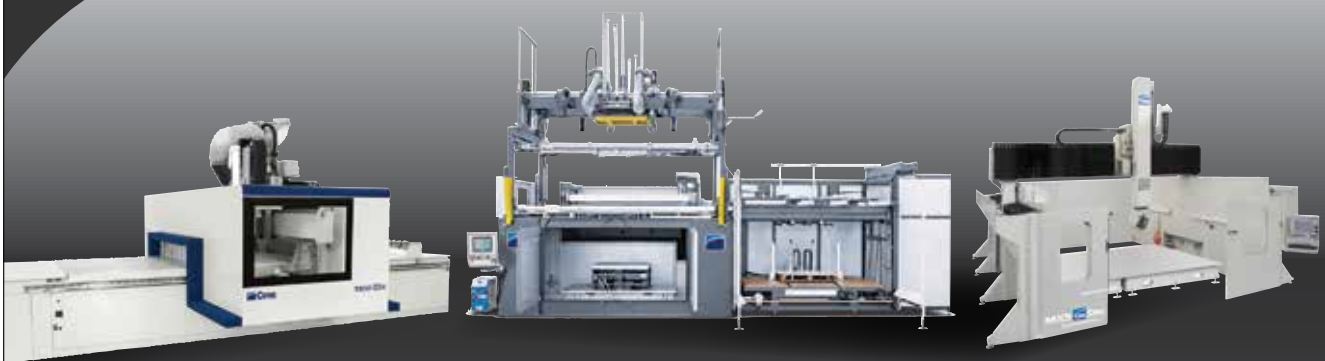
"In the beginning Kurv had no CNC machinery, no design software, and no business management software. Three years on and Kurv has a fantastic new CNC machine, driven by Planit software and the business is being automated with Jobman software. All of these integrations are part of the work we do with Kurv to ensure they follow best practice for the business and not get pulled sideways and keep moving forward".

Today, the future for Kurv is very bright and Chris, his family (new bub also) and the team in Kurv are enjoying the results of a stable business doing great work," Bruce explains.

Having watched a number of his podcasts and listened in on some mentoring sessions, it's clear that Bruce has an inbuilt fondness for challenging people and businesses. I asked why? "I believe you need to be prepared to work hard and smart to achieve something you say you want to achieve. I don't



INNOVYNC
MACHINE SOLUTIONS / SERVICE EXCELLENCE



**ADVANCED MATERIALS & PLASTICS
PRECISION COMES TO YOU**
INNOVATE. CREATE. JOIN THE GR

Call now on **1300 404 512**
or Visit www.innovync.com.au to learn more

challenge anyone to do something they do not want to do. If someone is happy with the status quo, I don't believe I have any right to convince them otherwise".

"However, if someone brings me and my team into their world to help them achieve their goals, we will use all of our tools to help the person achieve their goals. This means taking things to a new level and we will challenge people to go there. This is the only way growth will happen so a person can achieve their goals," he says.

Without giving too many secrets away, I wanted to get a small insight into one of Bruce's favourite topics - The Nine Foundations for Success. Bruce elaborates: "We have identified there are nine foundations in every joinery business that need to be working well for a business to have the ability to thrive. All of our programs are based, in one form or another, on these foundations and they will be the things that will help you create a business that becomes a profitable investment,

and that gives you the wealth and freedom you want for being a business owner."

Coaching isn't an easy game - so I thought I'd leave the final word to Bruce: "Look, the reality is no one wants to be coached. No one wants to be told what to do. What people want is a solution to their problems and real ways to implement these solutions. At The Joinery Coach, we offer 'done with you' solutions, never 'done at you'. We also provide a community of people just like you, where you can mix with each other and discuss your situation or theirs. Everyone is willing to help and share in this community. It's about helping yourself and helping others, combined with a vision to make our industry stronger and we want to make a big difference in this industry by helping the people in it achieve the success they deserve."

Bruce Poling from The Joinery Coach can be contacted via www.thejoinerycoach.com ■

Tesrol

- Superclean - high pressure laminate on MR MDF
- Introducing two new exciting decors Deep Blue and Carbon Wood
- Ability to be used in horizontal and vertical applications in your interior joinery
- Available in 17.5mm Board, 0.8mm laminate and 1mm matching ABS edge banding
- Easy to cut and machine



www.tesrol.com.au | (02) 8787 0900

Superclean

anti-fingerprint



Anti-Fingerprint



Low Sheen



Soft-to-touch

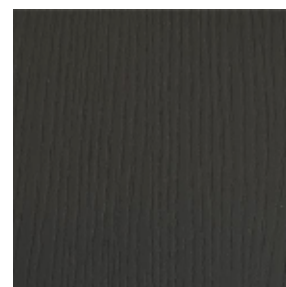


Easy To Clean

Deep Blue



Carbon Wood



The Cabinet Makers Association of WA

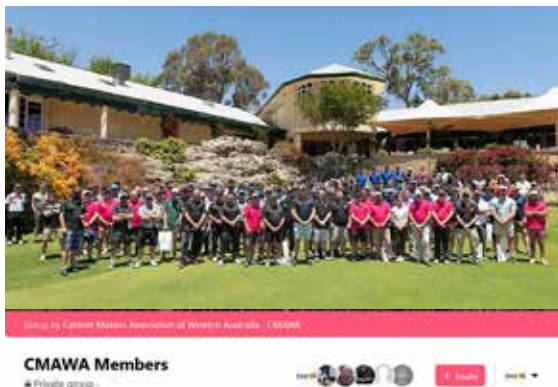
Reaching new milestones of growth and achievement

In this digital age it is imperative to take full advantage of the technology at everyone's fingertips, both to streamline communication within an organisation as well as to keep an audience engaged with useful content related to their industry.

The CMAWA has been busy enhancing its use of technology during the pandemic and need for social distancing, by moving a number of its committee and stakeholder meetings to online video conferencing platforms. This has seen the association achieve an increasing rate of efficiency due to the ease of attendance, leading to growth in its list of achievements.

Coupled with the roll-out of technology, the CMAWA has significantly enhanced its digital presence recently with new social media and email marketing initiatives, which have led to growth in both cabinet maker and supplier memberships, as well as engagement and interaction among members.

CMAWA has set up their members only Facebook page



Working with the association's specialist digital partner, Calido Media, which initially took over the management of the CMAWA website three years ago and keeps the association on its toes with new initiatives and ideas, a new CMAWA members-only Facebook Group has been setup. Members and suppliers are heavily engaged in industry-wide discussion ranging from seeking advice from peers, sourcing materials, members offering the use of factory floor space and machinery to help fellow members, to job advertisements and the latest news and affairs affecting business and the cabinetry industry.

Most of the communications to the membership have moved from the traditional "email blast" to the Facebook group, where members can provide their valuable input.

Calido Media has also introduced a new bi-monthly email newsletter format in which CMAWA summarises the most important content. This has seen the association's sponsors clamouring for advertising space. In fact, CMAWA currently has its greatest number of sponsors, and demand from member businesses to become major sponsors of the association is at an all-time high.

The next step in CMAWA's digital growth is to continue to promote its presence to the consumer market via a consumer-focused e-newsletter and Facebook page, in order to increase awareness in the public about the benefits of working with members of the CMAWA.

CABINET MAKERS ASSOCIATION OF WA
www.cmawa.com.au

Quality CNC tooling

Huge rangeFast delivery



CNCRouterBits.com.au



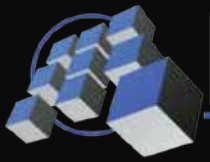
CMT ORANGE TOOLS

Having trouble sourcing your favourite CMT Orange Tools?

In stock and selling direct

AUS: 02 4353 5713 NZ: 0800 346 277

www.cmtorangetools.com.au



Mozaik™

*It's the way software should be.
Fast. Simple. No hassles. No games.
Buy it, download it, use it!*



MONTHLY SUBSCRIPTION

\$125 USD

CABINET SOFTWARE MADE AFFORDABLE

**ADDITIONAL
LICENSE
ONLY
25 USD**

**PURCHASE YOUR 3 MONTH TRIAL TODAY
WWW.MOZAIK-SOFTWARE.COM**

**Now locally represented in
Australia and New Zealand by**

CAD MATE

WWW.CADMATE.COM.AU

Engineered to impress

FROM LEARNING HOW to work with cross-laminated timber to crafting joinery with mathematical precision, builder David Campbell has brought the highly experimental design of the Seed House to fruition.

By his own admission, HIA member David Campbell is always working on something 'mad and crazy'. From raising a Federation house to dig out a four-car garage beneath it, restoring inner city heritage homes, or dedicating nine years to a 'spectacular' build on Sydney's Cottage Point, he has seen and done it all since establishing David Campbell Building Pty Ltd (DCB) 20 years ago.

*Innovative and highly
experimental,
a stunning showcase
of technical flair*

Specialising in the construction of prestige, architect-designed homes and renovations, mainly in Sydney's eastern suburbs and northern beaches, DCB tackles highly complex projects with a fearless, can-do, solutions-oriented approach. Tricky sites, out-there designs and experimental methods – these are the challenges DCB thrives on.

The Seed House, located on a bushy bayside outcrop on Sydney's lower north shore, is a stunning showcase of the company's technical flair. Innovative and highly experimental, the house was designed by architect James Fitzpatrick (partner of fitzpatrick+partners) to be his family's 'forever home'.

Inspired by the distinctive form of the seed pods of the surrounding angophoras, the structure comprises a cluster of interconnected 'pods', which emerge from the hillside layer-upon-layer, stretching out towards the water beyond in gravity-defying cantilevers.

The Seed House took three years (and more than 400 drawings) to design, and two years to build. Constructed primarily from cross-laminated timber (CLT), it sets new benchmarks in terms of materials use (and re-use), sustainability, aesthetics and construction methodology.

"It was only the third time CLT has been used in residential construction in Australia," says David. "So we weren't familiar with working with it at all."

The intensive learning curve that followed began with hands-on research - David travelled to New Zealand and the US to view homes that have been built with CLT, and visited the NZ manufacturing plant where the Seed House panels would be made.

The building may appear deceptively simple, but its large spans (up to nine metres) and 4.5-metre cantilevers take the structural qualities of CLT to the absolute limit. Onsite construction was preceded by an extensive engineering phase, involving hundreds of hours of computer analysis and modelling. As all internal walls and ceilings were prefabricated, David says that every fixing detail, service route and assembly sequence had to be considered before the first panel was manufactured.

The Seed House's sustainability mandate meant that substantial parts of the site's existing home (which the architect and his family had lived in for eight years) were repurposed into the new structure, including the foundations and some of the walls. The demolition process presented a particularly unique challenge: "We spent a lot of time pulling the existing house apart by hand," David explains. "The architect told us to keep an eye out for a tree python he thought was living in the house. Well, we found the first snake and then we found about 50 more after that, all hiding inside the wall cavities."

The site was steep and access somewhat limited on the curved, narrow suburban street - "But that's our normal", David says. "When we realised what we were dealing with, the reaches involved and the time period we were working within, we decided to install a tower crane." Once the CLT panels were delivered to site, they were craned into position. 'I think the biggest panel was about nine metres long and weighed 2.7 tonnes. It was pretty easy once we got the hang of it.'

The house took three years, and more than 400 drawings to design, and two years to build.
Photo: Ben Guthrie



The Seed House comprises a cluster of interconnected 'pods', which emerge from the hillside layer-upon-layer.



The treads were fitted individually, threaded up and over a six-metre post.
Photo: John Gollings





► The Seed House is at once imposing and reticent. Despite their impressive scale, the glass-fronted CLT pods, clad in black aluminium and topped with green roofs, sit harmoniously within their bushland surrounds. Inside, the 658-square metre home is a bold celebration of the nexus between the built form and the materials used: pale swathes of natural stone (including sandstone collected onsite) and native timbers (Huon Pine, Radiata Pine, as well as Celery Top Pine and Blackwood salvaged from the bottom of Tasmania's hydro lakes) are punctuated by black steel.

The vast, timber-lined rooms follow the angle of the pods – narrower at the rear and opening out to take in the views of Sugarloaf Bay via floor-to-ceiling, flush-mounted glazing – with raked ceilings soaring overhead. Again, the apparent visual simplicity of the interiors is the result of complex detailing and technically demanding joinery.

"The walls are all on an angle and the ceilings are on an angle so we've got a compound mitre cut on

all the junctions," David says. "In two of the pods, we had to work out well in advance what width the boards had to be so that when the floorboard hit the wall board, which is on an angle as well, and then hit the ceiling board, all the edges lined up."

Stepping down the hillside in a series of interconnected spaces, the home is anchored at the rear by a spectacular timber spiral staircase, which elegantly winds down three floors inside a capsule of curved glass and aluminium. It's an architectural masterpiece in its own right, but achieving the fantastical finish was something of a mathematical nightmare for the DCB team.

"It's made out of slabs of CLT, put together in a CNC machine in New Zealand and shipped over," David explains. "We did a 1:1 printout of the treads, the top part was already pre-determined and the mid-flight was already pre-determined... so where we started on the bottom, it had to be right." The treads were fitted individually, threaded up and over a six-metre post. ►

All internal walls and ceilings were prefabricated,
Photo: John Gollings

The vast, timber-lined rooms follow the angle of the pods – narrower at the rear and opening out to take in the views of Sugarloaf Bay via floor-to-ceiling, flush-mounted glazing. The apparent visual simplicity of the interiors is the result of complex detailing and technically demanding joinery.

Photos: John Gollings



► “As we fitted each tread, each one had to be glued and screwed [using hidden screw locations], and then as we went up, the column had to be grouted, so it was a long process.”

This mammoth project was completed in 2019 and David says the architect is ‘very proud’ of the finished home, which has already attracted plenty of industry recognition. Visionary in both design and execution, it illustrates what can be achieved when possibilities are tested.

“A lot of what we did on this home had never been done before,” David says. “Our amazing staff embraced the project and had the dogged determination, endurance and skill to overcome every obstacle.” ■

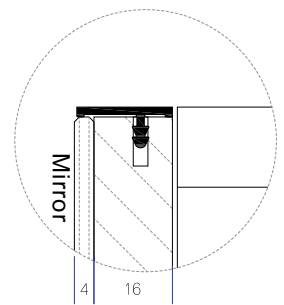
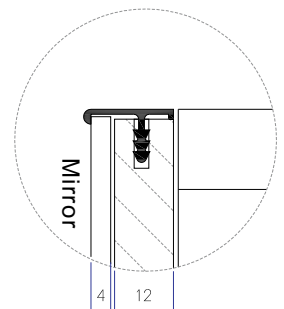
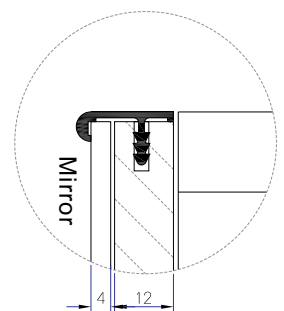
This article first appeared in the Housing Industry Association’s HOUSING publications. AWISA thanks the HIA for giving AWISA permission to publish it.

Bathroom Cabinet Solutions



Solu

www.solu.com.au E: sales@solu.com.au T: (02)9519 4618



MODERN FURNITURE PRODUCTION

PANEL CUTTING | CNC PROCESSING | EDGEBANDING

- Effective cutting optimisation
- CNC processing made easy
- Perfectly invisible joints



Michael WEINIG Australia Pty. Ltd.

3 Widemere Road
PO Box 6239
Wetherill Park, NSW 2164
Australia

Telephone: +61 (0)2 9609 5911
Fax: +61 (0)2 9757 4773

www.holzher.com.au



Making complex doors that others can't

Todd Blazely is Director of Invogue Door Systems located in the outer east Melbourne suburb of Lilydale. You might find the odd 2040 by 820 doors in production but that's not their bread and butter. Invogue specialises in doing things other door manufacturers cannot; the special sizes, the complex and difficult-to-make doors often specified by architects. To achieve these demands, Invogue went to Biesse Group for their equipment. Todd said, "We needed to set ourselves apart from others and give ourselves the opportunity to get into other markets, so we went with the Biesse 5-axis Rover A."

Todd has 'been around' and knows the industry very well. He's come across the Biesse brand at a number of previous employers over a thirty-year career to date. He says, "I've always known the Biesse product. They are very well-known globally and now they have set themselves up as a subsidiary in Australia, we have absolute confidence in their ability to provide the service and backup we need. We've looked at other brands, but we've had Biesse machines before, and we are really sold on the Biesse Group technology and service."

Todd started out as a cabinet making apprentice at a large Melbourne cabinet shop back in 1989, about the time CNC machines were starting to make an impact here in Australia. Back then, Biesse was the prime mover and arguably the machine of choice for companies looking to take advantage of the new production method 'just-in-time' based on the Toyota or Kanban production approach. To this day Biesse has been one of the longest and most recognised wood working machine brands and Australia, like the United States in particular, recognised their worth and value from the very beginning.

Early days

Todd says of those early days, "I found I had a passion for the trade and finished my apprenticeship early." He left the company to go to West Australia for family reasons and to play AFL brand football for East Fremantle. There he worked with solid timbers, especially Jarrah and added to his increasing knowledgebase. Returning to Melbourne and shortly after that, to Queensland, Todd added to his skills and experience. As he said, "My goal was to learn as much as possible, so I worked with many different companies doing a wide range of work."

Eventually Todd returned to Melbourne where he took on positions leading to management roles. Some of this experience included displays for auto shows; shopfitting and two-pack polyurethane coating of doors. This led to his own two-pack coating business; Absolute Coatings that he ran for over eight years and grew to over 60 people. Todd recalls that one of these companies installed one of the first Selco (Biesse) automatic beam saws. He said, "That machine changed their business."

Over the next five-years Todd managed the production for a large Melbourne-based door manufacturer and set up another door division for a moulding company before deciding to start out as a door manufacturer himself. He says, "We set out to be a top-end of the market manufacturer, setting a new standard in service and workmanship for the door industry." And so, since 2015 Invogue Door Systems has established themselves as a can-do company prepared to 'have a go' at whatever their customers or architects can throw at them. They produce some of the most impressive entrances imaginable, in some cases in excess of seven metres high.

Todd said, "In five years we haven't had a month where something amazing wasn't happening. We've doubled our





factory area and gone from producing with a press, panel saw and glue spreader to where we are today with our Biesse CNC machines." It was only six months into the new venture that Invogue purchased their first CNC machine; a second-hand Biesse pod and rail machine they converted to a flat table. They soon outgrew that with their architect-focused door production and replaced that machine with a Rover 35FT that gave them a far greater bed size.

And then, mid-last year Todd took a few of his people to Ligna to have a look at what the possibilities were for his rapidly developing company. Looking at the widest range of CNC machinery available in the world, Todd came back to Australia and placed an order for a Biesse Rover A 5-axis pod and rail CNC machining centre. "When we were able to see the amazing products that machine was making at Ligna we said yes, that's the machine for us," Todd said. The Rover A was installed February this year and complements the high production possible with their Selco automatic beam saw.

"We can do it"

Todd said, "We will have a crack at anything, no job is too difficult for us or our Biesse Rover A. If someone says it can't be done, I'll say it can and find a way to make it work. Our can-do attitude gets us a long way with the architects we often work with; builders have the confidence to throw anything at us now. This is due to our own attitude and skills, and our Biesse equipment that allows us to achieve even the most difficult profiles and joints." They are so successful that word-of-mouth; Instagram and Facebook are all they need to ensure the success of Invogue.

"Do the right thing, make a good product and the business will look after itself," said Todd recently. "It's all about service. If you can service your customer the right way, they will stick with you. It's not always about price." The same could be said about Biesse Group and Todd says, "The Biesse may not be the cheapest and it certainly isn't the most expensive machine on the market, but we see excellent value for money in the brand." He adds, "And the people there are great to deal with; they sold me on their machine, they didn't compare their machine to any other brand, and I like that confidence."

Over recent months when industry has been impacted by world events, Todd has realised a long-term plan to manufacture high-end kitchens for his discerning clients. The Rover A ►



We make a product people want with machines from people we trust.

► combined with their Selco beam saw fits in with this goal perfectly and allows Todd and his team to not only keep their niche market for superior doors, but to provide their clients with alternate products based on Invogue's established high quality and performance standards. Todd comments, "We do things a little different than others and our Biesse machines allow us to achieve the outcomes we are looking for."

Invogue's customers expect more and architectural work is often ground-breaking. The Rover A comes with the Sophia software platform Todd says, "Is amazing." Invogue gets productivity data on the machine's performance that Todd helps with pricing. He said, "We've only had the machine a few months, but we are certain that Sophia will provide us with tangible benefits as we learn how to push the machine hard. It's brilliant!" Invogue's relationship with Biesse is much more than you would expect from a machinery supplier. Todd describes it as, "More personal than that. Biesse know and understand the way we work and what we need. We always get a straight answer when we talk to them. Yes, with Biesse, it's personal."

BIESSE GROUP AUSTRALIA
Phone 1300 BIESSE (243 773)
www.biesse.com



**Well prepared.
We will be there for you!**



The health of our customers and our employees is very important for us. That is why we have taken comprehensive security measures in all parts of Leitz, so that we are able to support you with the usual Leitz reliability.

It's important to know that you are able to reach us as usual and at any time.
The delivery of your tools will occur as agreed with you.

Stay healthy! Your Leitz Team.



StyleLite®

TruGloss & TruMatte

Most extensive
acrylic panel
collection
available

Regional & Metro
distribution
partners

Australian Made
sheet & panels

EGR
DECOR





Hettich Dealer Network

The national strong dealer network is an extension of Hettich's current footprint, supporting and servicing the Australian woodworking and cabinetry industry. They provide benefits of fast local supply, local stock holding, and the resources to service the market promptly.



FIND A DEALER



Fast local delivery



Stockist of Hettich



Sales Support



Competitive Prices

Technik für Möbel

Hettich

Precision grip guarantees a clean cut

In furniture production, every millimetre counts: Optimal arrangement of workpieces with different geometries is crucial when it comes to saving on expensive raw materials. Schmalz offers a flexible vacuum solution precisely for this purpose. In addition, the system holds securely on smooth surfaces and ensures short set-up times.

The nesting process is commonly used to lower material costs. The individual elements are slotted together or nested, resulting in minimal waste. A wear plate is then clamped on the grid table of the CNC machine. The raw material is positioned here. The vacuum is so strong that the wear plate is able to keep even the smallest milled parts safely in position. Horizontal processing, such as drilling, is not possible during nesting. However, this is no longer a problem with the Schmalz clamping system.

Flat construction

The vacuum blocks of the VCBL-G series are particularly suitable for use directly on the MDF wear plate of nesting machine tables. This means the user does not need to set up the machine, which avoids long downtimes. The suction cups are connected directly to the vacuum system of the CNC machine via hoses in order to generate the necessary vacuum. If the user places the workpiece down, a touch valve with a soft surface activates the vacuum block – this protects the workpiece surface. Unneeded suction cups can also remain on the machine table.

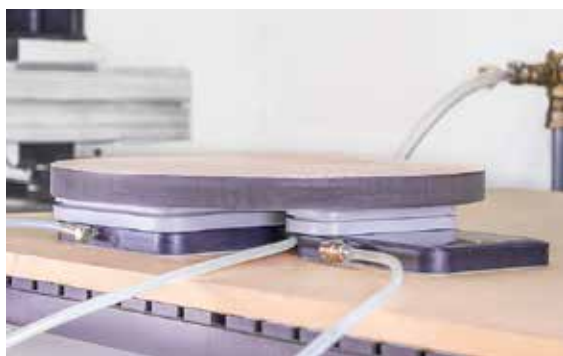
The friction pad on the underside of the suction cup creates a high holding force, even on smooth surfaces. Schmalz has designed the connection to the suction plate with a robust main body made from plastic so that the suction plate can be easily replaced in the event of wear. Another advantage of

the vacuum block series is its minimal operating height of 30 millimetres. This makes the VCBL-G solution ideally suited to 3-axis machining centres with low Z values.

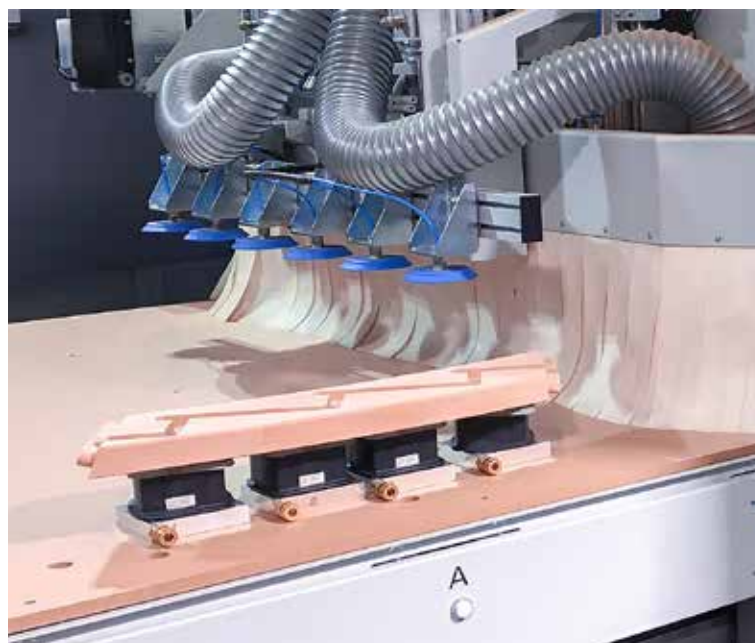
Flexible modular system

For users who want to use a vacuum block VCBL-B instead of a suction cup VCBL-G, Schmalz has developed the Adapter-Plate AP-G. The vacuum is still generated directly from the nesting machine system via a hose. The suction cup mount includes a grid: The vacuum blocks can be inserted in the Adapter-Plate in 15° increments in any direction so that the suction area can be aligned as desired. The modular system—vacuum blocks are available in three different heights and with four different suction areas—increases flexibility and shortens set-up time. Due to the variable working heights, users can also use the Schmalz system for 5-axis machining centres.

SCHMALZ AUSTRALIA PTY LTD
Phone 1800 992 211
www.schmalz.com.au



The vacuum blocks VCBL-G K1 can be placed directly on the wear plate of the machine.



Using the Adapter-Plates AP-G, the vacuum blocks VCBL-B can also be used on nesting machines.

Photos: J. Schmalz GmbH

German experience and authenticity to lead Weinig in Australia



Markus Ostermaier.

Taking the leadership reigns in March 2020 just as the coronavirus shut down the economy presented a mixed blessing for incoming Managing Director of Weinig Australia, Markus Ostermaier.

While Markus said he is itching to get out around the country to meet loyal Weinig clients, the enforced time in the office has provided an opportunity for him to do some deep thinking about Weinig's future interaction with the solid wood processing industry and long-established customers.

"So, I have been doing some homework that will be beneficial in the future. Certainly, I am planning to hit the road as soon as possible."

No doubt, Markus is a perfect fit for his new position. German-born, he has qualifications in wood technology and has worked in Germany in the joinery trade, kitchen design and manufacture, and in joinery and product sales.

He first came to Australia in 2007, then had a stint back in Germany assisting to set up a successful global business enterprise. "But because I love Australia, we came back in

2012 to lead the development of the business enterprise in the region I assisted in establishing in Germany."

"Of course, German machinery design and engineering excellence are corner stones of Weinig. I have no doubt that here in Australia, as it is internationally, the brand is seen as the leader in solid wood processing. That attracted me to this position."

Weinig now has impressive, fully operational show rooms in Sydney at Wetherill Park and in its Thomastown facility in Melbourne. Markus is planning to take full advantage of this capacity.

"We are at an early stage of planning an event in 2021 modelled on the very successful inhouse 'mini expo' in 2019. We will have an extensive Weinig and Holzher machinery range on display again supported by German sausages and beer – to set the right, practical, no nonsense business tone."

In addition, Markus is planning more targeted events with small groups around specific machines and manufacturing systems.

Markus brings an extensive background of German expertise in joinery, wood technology, project management and business development to his new role – plus a real commitment and passion for Australia, and for the country's solid wood processing industry.

Weinig Wetherill Park
show room.



MICHAEL WEINIG AUSTRALIA PTY LTD
Phone 1800 736 460
www.weinig.com.au

Wilson & Bradley's new SIGE Pro Line range

Distributed by Wilson & Bradley, SIGE storage solutions are easy to install and are designed to provide years of reliable service throughout the home. Established in Italy, SIGE has been designing, developing and manufacturing wire ware for the kitchen and bathroom industry since 1969.

Wilson & Bradley is proud to introduce the new SIGE Pro Line into its existing range of quality wire ware solutions. This new range defines clean lines in an efficiently ergonomic way. The SIGE Pro Line incorporates painted metal surrounds, that create a balance between functionality and design.

With a strong focus on ensuring the best quality, the SIGE wire ware range builds further upon Wilson & Bradley's quality brand by offering this range of

innovative storage benefits, premium design finishes and the latest soft close technology.

Available in a range of five distinct styles, whether it is the SIGE Materia, Materia EVO, Infinity Plus, Valore or Pro Line range, there is a style and look to suit every home. Achieving functionality on a number of levels, each product is easy to install and operate, making time spent in the kitchen a more efficient and pleasant experience.

Wilson & Bradley's beautiful SIGE range of kitchen storage solutions are designed to provide years of reliable service throughout any home.

WILSON & BRADLEY PTY LTD
Phone 1800 633 507
www.wilbrad.com.au



StyleLite TruMatte - the Australian made advantage

StyleLite TruMatte is a luxurious and high performance matte acrylic surface. The TruMatte advantages include: ease of fabrication, high anti-finger printing properties, and good resistance to micro-scratching. The all Australian made StyleLite TruMatte is the ideal solution for matte projects.

StyleLite TruMatte features the advanced EGR TruColor technology, which is a unique combination of UV barrier layers and colour formulations that produces a new level of class leading UV protection in acrylic sheet performance.

EGR Décor is a proud Australian manufacturer with a 47-year heritage. StyleLite TruMatte sheet has

been developed at EGR's world class extrusion facilities and the panels are then laminated using advanced PUR bonding technology. This whole process is vertically integrated in Brisbane ready for national and international markets. All StyleLite TruMatte colours are available in StyleLite TruGloss finishes, along with matching edge band. All readily available through long standing distribution partners in major metropolitan and regional centres throughout Australia and New Zealand.

EGR DÉCOR
Phone 07 3718 1100
www.egrdecor.com.au



Above: StyleLite Carbon TruMatte
Right: StyleLite Slate TruMatte

Colours - from top:
Arctic
Alabaster
Ash
Dove
Slate
Charcoal
Carbon
Graphite



Universal application. Unbelievably powerful. **EDGETEQ S-500**



EDGETEQ S-500
Edge Banding Machine

Individually configurable
in performance and feed

Can be used with any material
can process any edge types

Greater output
due to robust, maintenance-friendly
design

Eurofit embraces dark ambitions

At Eurofit, the range of black hardware has been increased to suit the ever growing and changing market, with modern and sophisticated black hardware that has the ability to transform an entire space - raising the mood and refreshing the atmosphere.

The specially designed black slim drawers, in Vero and King Slide, are a functional, stylish and practical solution for an elegant and sophisticated look.

Black hardware spectacularly complements the texture and grain of natural timber. It provides a depth and texture that kitchens with lighter cabinetry struggle to match with a visual punch.

Eurofit carries a range of black handles and accessories that can become a pivotal feature in the kitchen as they tend to contrast or match well with neutral colour schemes. For that monochrome look, the range of black handles will make a strong style statement that allows a choice of details to take centre stage.

A combination of Eurofit's chrome wire-ware and black cabinetry makes for a contemporary look in any area adding a show-stopping statement to any project.

For the wardrobes, the new Ambos pull down hanger in anthracite and the black hanging rail will give a stylish solution to store clothes.

Black is the new trend, so for a contemporary and streamline look try Eurofit's black hardware.

EUROFIT
Phone 03 8592 1955
www.eurofit.com.au



A perfect trifecta



Arranging finance for capital equipment can be time consuming and stressful. It takes away from what manufacturers do best: running their businesses. Traditionally, businesses operating in the cabinet and furniture industries have used brokers to source funding from banks and alternative lending sources. But with banks recently tightening their lending criteria in order to limit exposure to risk, financing is getting harder to come by.

All this is about to change. Biesse Group is set to make financing equipment a whole lot easier with Biesse Finance Australia. Biesse Group has formalised a long-standing partnership with an Australian underwriter that will make equipment purchases and financing simple, streamlined, and stress-free. Customers can expect the same level of service excellence from Biesse Finance Australia that they have come to know from the Biesse Group.

Biesse Finance Australia has been established in response to the needs of its customers, who were demanding smarter financing solutions for their Biesse equipment. The goal is to provide business with the most efficient and competitive financial solution possible. Partnering with professional financial consultants, Biesse has consolidated its expertise so that Biesse customers can purchase and finance their Biesse equipment all under one roof.

As an introductory offer for the launch of Biesse Finance Australia, Biesse is offering to pay the first six months of repayments. With Biesse also making the initial payment no payment will need to be made until 2021. The finance offering is competitive, and to ensure the best outcome for Biesse customers, Biesse Group will not be receiving a cut. Add to this that interest rates are at an all-time low, and the Federal Government is offering a generous instant asset write off, this is a perfect trifecta.

Once this offer is taken up equipment can be reserved. Biesse Finance Australia will keep the customer informed on the progress of the loan, and work with them so that they have the very best opportunity to secure the equipment that's needed. Biesse Finance cuts through the difficulties of equipment

finance. Lee Barlow, Biesse Group's Oceania Sales Director for Wood and Advanced Materials said of the offer, "Our offer of six months repayments paid by Biesse Group is valid until the end of the year and with the government incentives, a good chunk of your equipment will be paid by Biesse and the government."

The advertised payments are based on 365 days in the year. With Biesse Finance Australia, can pay \$86 a day for a flat-bed CNC router and an edge bander with corner rounding. It is commonly understood that a CNC cell such as this is capable of producing at least the normal workload carried out by four or more persons. Each added employ can cost an additional \$2,000 per week to a business. Moving to CNC production saves a business money, and financing this equipment today is as easy as it's ever going to be.

Jisikaran Navarathnam of Supreme Building Solution Pty Ltd is one of the many Biesse customers who have already taken advantage of this new service. He said, "We're incredibly happy with the interest rate and Biesse providing six months of repayments. It was also much easier dealing with one company." Lee Barlow said, "The industry is doing reasonably well and those companies who use these benefits to their advantage will be well placed once the current health situation is over." There has never been a better time to purchase equipment, and with Biesse Australia Finance that purchase has never been easier to make.

BIESSE GROUP AUSTRALIA
Phone 1300 BIESSE
www.biesse.com

Turn wine collections into works of art



Echelon Rhythm wine storage cabinet inserts are an easy way to create a striking feature of for bottle storage. These inserts are designed to effortlessly slide into built-in joinery.

The bottle cavities are formed from wood composite profiles - creating elegant and rhythmic contours. The wood-grain and metal fascia combine to create an intriguing combination of materials – a blend of sculptured and engineered components.

Install Echelon modular wine storage forward from the wall a little, leaving space to install lighting for a dramatic backlit effect.

LINCOLN SENTRY
Phone 1300 551 919
www.linconsentry.com.au





Vacuum Clamping

Blocks and pads to suit most CNC Woodworking Machines

WWW.SCHMALZ.COM.AU SALES@SCHMALZ.COM.AU FREECALL 1800 992 211

Vacuum Gripping Systems - Vacuum Components - Vacuum Handling - Factory Cranes

More efficiency in panel processing

Manufacturers are facing major challenges due to their customers demanding changing quantities as well as requesting a wide variety of carrier and decorative materials to be used in panel production.

The new DT Premium compact hogger from Leitz is the solution for increasing productivity thanks to its long tool life – with perfect quality on the edge and cutting surface. Thanks to the new tooth shape, optimum machining results are achieved over the entire life cycle of the tool. The design enables efficient chip removal and the vibration-reducing tool body further increases the tool life and thus the economic efficiency.

Productivity and efficiency

The DT Premium compact hogger provides long tool life even under difficult operating conditions thanks to new tooth shape. There is a reduction of set-up costs due to this long tool life, and efficient chip removal due to innovative gullet geometry and integrated chipbreaker. It provides cost efficient processing of various materials and is ideal also for batch size 1 due to adapted cutting geometries. Resharpenable up to 15 times through larger resharpening area.

Quality

Perfect edges and cutting surfaces: excellent edge quality and smooth cutting surfaces through adapted cutting geometries. Clean workpiece finishes due to efficient chip removal with DFC®-Technology. Constant cutting width over the entire life cycle.

Sustainability

The DT Premium compact hogger reduces noise due to its special tool design. Reduction of noise and vibration through damping elements, and longer tool life time through larger resharpening area.

LEITZ TOOLING SYSTEMS PTY LTD

Phone 1300 135 127


www.leitz.com.au



24/7

ANTIMICROBIAL PROTECTION

ON BIO-GUARD PROTECTED SURFACES FOR THE LIFETIME OF THE COATING



The current pandemic is challenging businesses in all sectors of the economy and as businesses prepare for the future, a 'new normal' awaits us all. Companies that adapt will set the standard and succeed past the crisis.

Benefits of Using Bio-Guard

- ✓ More hygienic environments for commercial areas and homes.
- ✓ Provide clients with exceptional added value.
- ✓ Available in a vast variety of colours, clear finishes and gloss levels.
- ✓ Inhibits the growth of bacteria and reduces risk of harmful contaminants.

Try Bio-Guard Antimicrobial Coating for all your future projects.

Pylon Coatings Pty Ltd
6 Margate Street
Botany NSW 2019

TEL: (02) 9316 8034
EMAIL: sales@pylon.com.au

REQUEST MORE INFORMATION VISIT PYLON.COM.AU

PROUDLY AUSTRALIAN MADE AND OWNED SINCE 1950

VORTEK Spaces helps people to really visualise what they are getting

Since its debut at the AWISA 2016 show, VORTEK Spaces has been assisting Australian designers provide their clients with a unique experience. Often referred to as just "VORTEK" by businesses, VORTEK Spaces is a cloud-based software application that has given small to medium businesses tools that once only large businesses could utilise.

VORTEK Spaces is more than just a rendering software program, it is an easy-to-use interactive visualisation platform. VORTEK Spaces provides an interactive experience to explore material choices whilst immersing themselves into their future environment with a complete walk-through experience. VORTEK's ability to import projects from multiple design software programs, adds to the ease-of-use users experience. For social media, VORTEK Spaces can connect with YouTube, allowing quick and easy upload of a design to then send to clients.

Heart of The Home Designs is a Queensland based business using VORTEK Spaces. Owner Anna Duff shared, "I love VORTEK and it is making a huge impact on my business". Anna explains that Spaces has allowed them to try different colours on the same design, so that they can be confident in the materials they choose. "It gives my design business that edge and creates excitement with our clients, and they spread the word which brings me more business".

VORTEK Spaces Product Manager, Jonathan Blackburn, visited Australia for the AWISA 2018 show and explained that a key element of the Spaces experience is "perception of space and depth that it brings a design. Having video presentation technology helps clients get a deeper understanding of the space. Getting a feel of the space between the countertop and island bench is a difficult for some clients when using just still renders."



Luna Machinery

**PERTICI
INDUSTRIES**





**Conveyors and
Measuring Equipment
Made In Australia**

**Large Capacity Saws
550mm Blade Diameter**





**Improve your Efficiency & Automate your production
visit our website or email sales@lunamac.com.au**

www.lunamac.com.au



Image courtesy Heart of the Home Designs.



Image courtesy Vortek



Image courtesy Heart of the Home Designs.



Image courtesy Drawnby.



Many people that visited the VORTEK Spaces booth on the Planit stand mentioned the importance that technology was going to bring when trying to win over new clients.

Drawnby in South Australia is an independent joinery drafting company that details designs for numerous clients. VORTEK Spaces provides a strong tool to showcase their designs to multiple clients. Lynh Dang-Brown, owner of Drawnby shares, "VORTEK Spaces allows us to produce fast and high-detail renders and walk-throughs of our designs, meaning we can return projects to our clients faster." Lynh also explained that the speed of VORTEK Spaces allows them to quickly get renders to promote via their Instagram page.

Gangemi Cabinetmakers in North Queensland have been using VORTEK Spaces since 2018. Chanelle is one of the VORTEK Spaces users and shared the benefit for their customers is that "it's visual, easy for our clients to see a walkthrough version of their custom design." Chanelle also pointed out "it is very easy to share walk-throughs via YouTube. Our clients can watch multiple times and even pause to take a closer look at their pleasure."

The phrase, "customers will never look at their space in the same way again" sums up the aim of VORTEK Spaces. Whether a manufacturer wants to improve its customer experience offering, provide its clients with a better understanding of their space or help marketing the business, VORTEK Spaces can do that.

PLANIT
Phone 1300 855 411
www.au.planit.com

Digitalisation for cabinetmakers and joiners: Apps and assistants from HOMAG

Solutions for workstations in workshops

Digitalisation in woodworking shops is a hot topic in the industry - but what's the best way for a company to approach this transformation? There are many approaches, options and strategies - but which path is the right one? Companies from the woodworking industry often face the same questions as they search for a solution tailored to their requirements.

- "What software tools, apps and digital products are available?"
- "Can I try them out easily and without having to invest a large amount of money?"
- "Are there simple solutions that can eliminate various obstacles in my day-to-day work (e.g. when organizing materials or sorting parts)?"
- "Is there a way to slowly approach using digital assistants?"

To answer these questions, HOMAG has developed powerful and smart solutions. The intelligent assistants and apps enable manufacturers to support their individual workstations during specific operations. Companies can use the assistant that best fits their requirements as a starting point and then add other solutions if needed. Small and medium-sized businesses are collaborating with HOMAG to take a step-by-step approach to digitalisation.

In the video: the complete overview

The video "Digitization for carpenters and woodworking shops: Apps and assistants from HOMAG" provides a quick tour through a workshop where digital assistants are used.

Almost all digital assistants can be used as individual components, depending on requirements. Companies can test most of the HOMAG apps free of charge for 30 days before deciding. Once a company has found a solution for starting the digitalisation process, it can simply order its apps monthly or take out an annual subscription, as needed.

All HOMAG solutions can be run directly in an Internet browser or as an app on a laptop or tablet, so time-consuming software installations are no longer required. What's more - it means that all applications are always automatically up to date.

Digital assistants and apps: the explanation

HOMAG offers various digital assistants that differ in their scope of delivery. On the one hand, HOMAG supplies complete

product sets that include an app package as well as various other elements, such as label printers, designs for sorting shelves and LED strips (to make the shelves "intelligent" for "pick by light" operations). The HOMAG CUBE always plays a central role in any solution: This intelligent control box uses the Internet to connect apps to shelves and label printers to ensure optimum interaction between people, apps and other elements in the work environment.

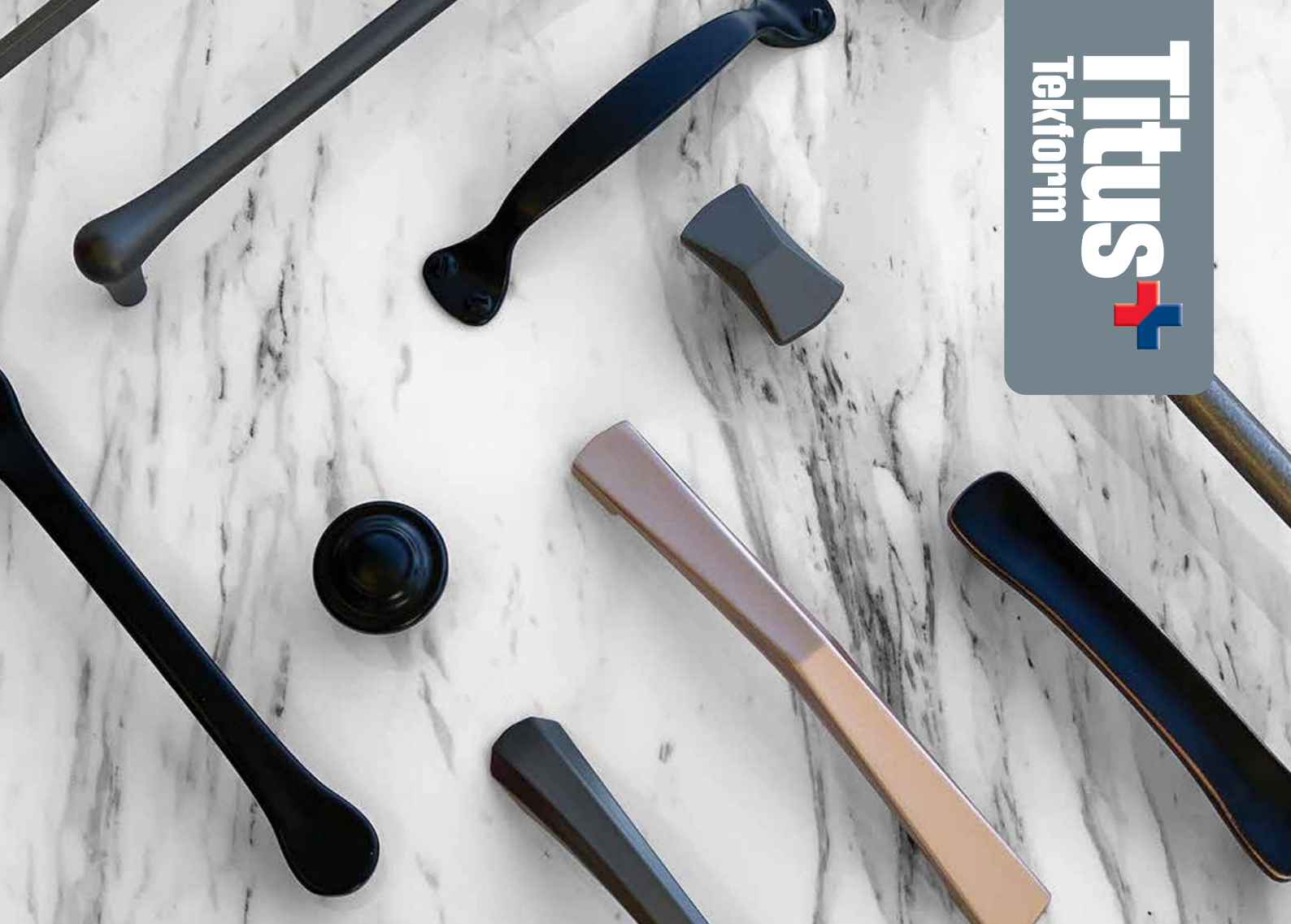
In addition to the product sets, HOMAG also offers apps that can be ordered as standalone solutions and used on a laptop or tablet with a high degree of flexibility and ease.

HOMAG
Phone 1800 355 635
www.homag.com



For more information
please scan the
QR code





Aura Premium Cabinet Handles



Stefano Orlati 

For the latest in designer style, check out the new Aura range of Premium Cabinet Handles. Under the Stefano Orlati decorative brand we have developed a core portfolio of decorative cabinet handles aimed at meeting the needs of small to medium kitchen manufacturers, with a focus on delivering superior quality and service.

Titus Tekform and Stefano Orlati are proud members of the Titus Group of companies that sources, manufactures and markets innovative small component solutions in Australia and New Zealand.

View the full range at www.titustekform.com.au/aura

- + New designer styles in line with the latest European trends
- + Premium finishes including Champagne Gold, Pearl Anthracite and Copper Matt Black
- + Create inspired designs with modern twists on classic and provincial fixtures

Contact Titus Tekform

www.titustekform.com.au

info@titustekform.com.au

New digital keyless locker solutions

Digital lock innovators and designers Codelocks Asia Pacific has expanded its KitLock by Codelocks range of digital keyless locker solutions. The new KL1100 RFID lock is the latest addition featuring a stylish, slimline front plate the KL1100 gives any locker or environment a modern, contemporary feel.

With two modes allowing card access to be managed locally or remotely, supporting private (single users) or public (multiple users) function, the KL1100 is perfect for environments with many lockers that would benefit from using and managing RFID cards. The 24hr clock allows or restricts when users can access lockers, or automatically unlock lockers at pre-specified times. The KL1100 is easy to install, operate and manage, featuring a powered latch enabling intuitive 'push shut' closing. The Remote Card Authorisation (RCA) mode offers remote management allowing card clients to be created and managed via a PC using the Codelocks Card Management Client (CCMC) software and a smart card reader. KL1100 is available in a metallic silver or gloss black finish. For further information visit www.codelocks.com.au/kl1100

CODELOCKS AUSTRALIA PTY LTD
Phone 02 9882 1009
www.codelocks.com.au



Cabinetry Labelling

Removable - No Residue

Download our Cabinetry Labelling Guide

DON'T PAY TOO MUCH,
We will beat any published price!

LABELS FOR BROTHER/DYMO

Removable - Various sizes



LABELS ON ROLLS

Thermal Removable labels made for your printer, CNC, panel saw etc

80mm x 80mm - fr \$21.50 per 1000*
100mm x 73mm - fr \$21.50 per 1000*
102mm x 48mm - fr \$17.00 per 1000*
102mm x 63mm - fr \$18.00 per 1000*
102mm x 74mm - fr \$24.00 per 1000*
lots of other sizes also available

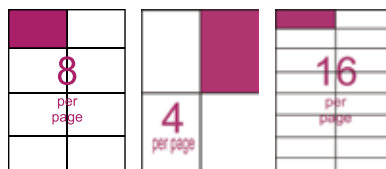


25/38/40/50/76/100mm core sizes

Lowest Prices, Fast Service!!

LABELS ON SHEETS

Lots of sizes - Removable \$89* for 500 sheets



LABEL PRINTERS

Printer and Label packages



- * Specialising in Cabinet Labels
- * Guaranteed Quality
- * Guaranteed Best price
- * All Pricing ex GST
- * Valid for limited time only

**ALL ABOUT
LABELS**

Phone: 1300 762 603

www.allaboutlabels.com.au/AWISA
cabinetrylabels@allaboutlabels.com.au

Australian
made

**BUY DIRECT
FROM THE MANUFACTURER**

The coating for a safer future

The current pandemic is challenging businesses in all sectors of the economy and as businesses prepare for the future, a 'new normal' awaits us all. Companies that adapt will set the standard and succeed past this crisis - so many industries are undergoing significant changes.

One development is the growing need for agile and resilient engineering solutions with antimicrobial properties to provide better protection against the transmission of microorganisms while reducing the threat of cross contaminants.

Microorganisms including bacteria and mould can be deactivated effortlessly using alcohol-based products that are useful to prevent the growth of such pathogens, however, these products are only effective for a maximum of two hours, after which any new contamination poses a fresh risk of infection. To address this shortcoming, companies are developing innovative products to inhibit the spread of these microbes.

Bio-Guard Coating, developed by Pylon Coatings is a dedicated range of antimicrobial coatings that incorporates Biomaster Antimicrobial Technology. This innovative technology is based on silver ions that prevent the bacteria from producing energy and interrupt the DNA preventing replication. If a bacteria cell cannot grow, produce energy or replicate, it dies, while inhibiting any further growth and replicating. The coated surface will also reduce levels of cross-contamination, plus improve maintenance and decontamination procedures.

Silver has been used throughout history to prevent growth of bacteria without the high toxicity associated with other metals. Early settlers in Australia placed silver forks or spoons into their water tanks to keep the water clean. Biomaster pioneered the use of silver based antimicrobial additives and is now the recognised leader in antibacterial additive technology. Biomaster has been tested in hundreds of applications to provide up to 99.99% reduction against harmful bacteria.

During the manufacturing process the antimicrobial technology becomes an integral part of the coating that offers permanent, effective antimicrobial protection 24/7 for the lifetime of the coating. Bio-Guard Coating has been independently tested for antimicrobial efficiency by one of Europe's most recognised microbiology laboratories to meet the ISO 22196 standards. Bio-Guard antimicrobial technology can be applied to various

substrates and available in a variety of colours, clear finishes and gloss levels.

Pylon Coatings is a third generation Australian owned and manufacturing company that is dedicated to

developing, supporting and supplying premium quality coating systems for a wide range of industries. Formulation and manufacturing experience, combined with high company ethics, innovation and stringent quality control methods has resulted in continual growth for the company. Pylon's research and development team offers technical assistance within the company's in-house laboratory.

Pylon's highly qualified technical team constantly interact with industry professionals and monitors global trends. This results in premium coatings, efficient application systems and state of the art technology. The Bio-Guard Coating range is one of Pylon's latest innovative systems for residential and commercial areas that pose a significant risk of contaminants.

According to Ron Pajor, Managing Director of Pylon Coatings, there will be an increase in demand for antimicrobial coatings due to the pandemic, the aging population and generally speaking most Australians are now more than ever conscious of living in a more hygienic environment.

PYLON COATINGS
Phone 02 9316 8034
www.pylon.com.au



Home office ideas book from Hettich

There has been a significant shift for millions of people, with home offices becoming the new normal. It is high time to think about high-quality furniture concepts for these four walls. The new home office ideas book from Hettich shows how this can be achieved: With practical and easy-to-implement solutions that not only look good but are also functional.

Office furniture manufacturers and designers must adapt to changing market requirements. The open-plan offices that have so far been so popular are facing unimagined competition. The home office has been booming since the corona pandemic, and this option will remain an integral part of the world of work in the future.

Living and working - the best of both worlds

When working from home, everything revolves around the question of how to cleverly integrate a functional workplace into existing living spaces. After all, people want to be able to work comfortably and productively from home. Combining the best of both worlds - that is Hettich's approach. For decades, Hettich has been present with numerous hardware systems in the office sector, and the company also regularly presents its innovative home furniture concepts on the subject of home office, which often only take a second look at the "workplace" function.

With the clear home office ideas book, Hettich once again shows its wide creative range. The focus is on comfortable and well-designed home furniture that also proves its qualities in the home office. This creates the perfect symbiosis of living and working with many new functions. This ranges from a

small desk in a quiet corner to various compact multifunctional furniture to a "professionally" equipped home office in a separate room. All concepts presented can easily be implemented with the current product range. As a trend scout and source of ideas, Hettich offers the industry precisely those functional fittings that are now needed in the home office - and will become even more important in this area in the future.

Multifunctional, beautiful and comfortable

The classic separation of living and working is disappearing. In the "new" day-to-day office routine, the job decides where to be: Concentrated work from home on the one hand, but creative teamwork with colleagues in the office. Furniture planning for the home office requires a high degree of multifunctionality and utilisation of space. The high-quality hardware and pull-out systems from Hettich ensure optimum use of storage space and the best functionality thanks to clever equipment details. And with all of this, there is also a beautiful, attractive design.

Those who regularly do office work from home, should of course invest in a comfortable desk chair. But that's just the beginning: a dining table may be cozy, but a real desk is more ergonomic. Working becomes even more comfortable and healthier when the table is height-adjustable, allowing the user to switch from sitting to standing. Easy to implement, for example with the LegaDrive electromotive lifting column system. Personal work utensils can also be stowed away in many ways in the home office: the AvanTech YOU, ArciTech or InnoTech Atira drawer platforms open further options for

A home based office solution for anyone liking a tidy home: at the end of the day, all work utensils are stored away and can disappear behind the folding doors.
Photo: Hettich



Working as if in a real office: a separate study is ideal for work concentration but also for receiving customers.

Photo: Hettich



furniture planning. With smooth-running drawer guides such as Quadro for wood.

And why does a shelf wall always have to look the same in the home office? With the help of sliding and folding door systems such as SlideLine or WingLine, new constellations of open and closed elements are created time and again.

Other interesting design options are "hidden" storage areas or devices when they are not needed. This is the perfect solution for everyone who likes to tidy up at home: At the end of the day, the work utensils - and alternatively the entire home office - disappear behind folding doors. Or how about

a multifunctional piece of furniture that offers a short-term workplace and can then be transformed back into a chic glass cabinet in just a few simple steps?

So, there is a lot of new to discover. Anyone looking for creative solutions to make working from home noticeably more relaxed will find plenty of inspiration in the home office ideas book, which can be downloaded from the Hettich website.

HETTICH AUSTRALIA
Phone 1800 687 789
www.hettich.com



Left: Tired of sitting? A power assisted height adjustable desk makes working at home much more comfortable.

Above: Productive work corner: requiring little space, yet everything in easy reach.

Photos: Hettich



SORT, STORE AND RECYCLE WITH A HIDEAWAY® BIN

Innovative hidden bin solutions for the
kitchen, bathroom and laundry.

Available from Nover, Häfele and Galvin Hardware.
hideawaybins.com.au 1800 042 642

Hideaway®

Concelo®

News from Titus Tekform

New Kosara soft close waste bin

Get more from space with the new Kosara soft close waste bins for 450mm cabinets. The large capacity twin bins are available in 66L and 74L configurations. The modern anthracite finish will complement all kitchen styles and the fitted metal lid features a non-slip mat cover to double as storage shelving.

The Kosara bin is door mounted with a 45kg undermount runner system and 6-way adjustment.

The Fastmount concealed panel mounting system

Fastmount® is an award-winning concealed panel mounting system which side-steps the drawbacks of sequential panelling. With Fastmount's trade-marked clip system, installers can mount perfectly aligned and secure ceiling and wall panels ideal for marine, recreational vehicle and architectural applications.

Distributed by Titus Tekform in Australia, Fastmount is being used in residential and commercial fitouts globally, including the University of Auckland Science Building, the Naturalis Biodiversity Center Leiden, Netherlands, and the Bvlgari 125th Anniversary installation in Paris. Fastmount offers a diverse range of clips to suit a variety of requirements, from high load-bearing heavy duty systems to the very low profile range designed for thin panels and facings.

Designed and made in New Zealand, all Fastmount clips are interchangeable with each other, to create a hidden fixing system that allows for flexing and expansion of the panel and support frame. For more information on how Fastmount can benefit builds, visit titustekform.com.au/fastmount.





Order made to measure cabinet doors online

The Stefano Orlati Made to Measure door program from Titus Tekform delivers prefabricated doors cut-to-size with perfectly matched edgebanding and is now available to order online in a quick and simple app. Made to Measure doors are available with both OptiMatt, OptiGlaz and the new OptGrain board, for a quality high gloss, matt or woodgrain finish to any kitchen or room design.

Fabricated in-house at the company's Sydney factory, OptiGlaz, OptiMatt and OptiGrain doors are cut and edged to suit any requirements, including hinge drilling. For an efficient and cost-effective solution, use the easy web app to make selections and place online door orders. To order, visit titustekform.com.au/order-mtm

TITUS TEKFORM
Phone 1300 0 TITUS
www.titustekform.com.au



**VORTEK
Spaces**

“VORTEK Spaces does for 3D rendering what smartphones do for non-professional photographers.
from a designer getting into 3D rendering

With **VORTEK Spaces**, import projects drawn in your favorite CAD software, and turn them into photorealistic renderings and walkthrough videos in less than 15 minutes.

What customers are saying:

- Gives customers a real insight into their design with walk-throughs videos
- Very intuitive and easy to learn
- Convince your customer with lifelike materials from the industry
- Give more personality to your project with 3D models

15 MONTHS FOR THE PRICE OF 12

**+3 EXTRA
MONTHS
FREE**

Coupon : VORTEKAUS

* On new annual licence only

joinerydotcom



planit
CUTTING EDGE SOLUTIONS

www.au.planit.com/vortekspaces

1300 855 411



Bathroom cabinet solutions by Solu

Solu's range of anodised aluminium door edge profiles give doors and mirrors a sleek, durable finish, suitable for wet area applications. Available in flush and wrapped edge the profiles suit 16, 18, 19 and 25mm board. The new black anodised range was launched at AWISA 2018, and complements Solu's black Shadowline (pictured), Lamiline and Thinline handle profiles, as previously featured in AWISA eNews. Solu has also developed vanity cabinet support solutions - the 2 x 1 construction rail, floating cabinet support system, and glass shelf brackets. Cutters also available - see Solu catalogue or email Solu for more details.

Trends for black accents prevail in kitchen, bedroom and living room joinery and into al fresco cabinetry. Solu's aluminum edge profiles have far reaching applications for residential, retail and commercial projects, where both a decorative and hard-wearing finish is specified.

SOLU PTY LTD
Phone 02 9519 4618
www.solu.com.au





SALES 

24/7 SERVICE 

ANALYSIS + ADVICE 

PROJECT SOLUTIONS 

more air. more savings. and so much more.

With KAESER compressed air equipment you can be assured that you are investing in high quality - Made in Germany, energy efficient and Industrie 4.0-ready compressed air technology that delivers more air and more savings. But, it doesn't stop there. When you choose KAESER to be your compressed air partner you get so much more. From Australia-wide 24/7 service support, analysis and advice to a range of bespoke solutions - our expert team are on-hand to ensure that your compressed air system operates at its optimum, reliably and efficiently throughout its lifetime.

For more air, more savings and so much more, make KAESER Compressors your compressed air partner!

1800 640 611
au.kaeser.com




The Hettich online trade show

Clear the stage for new products and e-services

Raise the curtain for the Hettich Highlights 2020. The hardware specialist's digital trade fair is now open round the clock. With exciting product innovations, creative ideas for furniture design and new Hettich online tools are waiting to be discovered by trade visitors. Dealers, architects and designers will find tailor-made information and many practical planning aids in the new e-services.

The complete overview is just one click away - the Hettich Online Trade Show makes it so easy for all users. The focus is of course on new products for drawers, runners and some new Concept Studies. The innovative AvanTech YOU drawer platform allows individual drawer design and impresses with its slim, purist design that requires no visible screw heads or cover caps. Thanks to the platform principle, the product can be adapted very easily in colour, shape and material to the individual requirements of the buyer.

Generously sized drawers and narrow reveals are the mark of today's high-end furniture. With the new generation of the Actro 5D runner for wooden drawers, even large-format panels can be precisely aligned. Actro 5D impresses with its stability and comfort when carrying loads of up to 70 kg.

Helpful online tools for every project phase

Once a viewer has immersed themselves in Hettich's creative worlds of ideas, the website also offers everything they need to know to easily plan and implement real furniture concepts with the manufacturer's hardware technology.

Dealers, cabinetmakers, architects and designers can use the significantly expanded range of Hettich's online tools to work even faster and more efficiently - step by step from the initial idea to furniture assembly. Here they will find everything from idea books to product catalogues with CAD data in 2D and 3D, as well as drawings, instructions, planning aids and certificates for direct downloading.

Readers who want to get all the information and inspiration they need at a click of the mouse, are always welcome at the Hettich Online Trade Show at <https://web.hettich.com/en-au/inspiration/shows-events/trade-show-online-2020.jsp>

HETTICH AUSTRALIA

Phone 1800 687 789

www.hettich.com

"Curtain up for the Hettich Highlights 2020": The new Hettich online trade exhibition offers information and lots of inspiration.

Photo: Hettich



ECONOMICAL VACUUM GENERATION IN ALL STAGES OF WOODWORKING

Whatever your application in woodworking, when it comes to vacuum technology, we are the right partner for you. Optimize your process together with us. With the Busch VacuumCheck you receive a written status description of your vacuum pumps according to a standardized test procedure.

Contact us. We are happy to assist you!

Busch Australia Pty. Ltd.

1800 639 087 | sales@busch.com.au | www.busch.com.au

**U
BUSCH**
VACUUM SOLUTIONS

Australian Woodworking Industry Suppliers Association Limited

AWISA The Association



AWISA was formed in 1986 by the principal suppliers to the Australian woodworking industry. The main aims of the association are to present industry exhibitions, publish industry magazines, co-operate with other organisations, and to uphold the highest ethical standards and encourage members to do the same.

Membership applications are welcome from Australian based companies, and from overseas companies with Australian agents or distributors that are also members of AWISA. Membership of AWISA includes suppliers of woodworking machinery, cabinet and furniture hardware, panel products and surface materials, portable tools, computer software, materials handling equipment, dust extraction equipment, components, and general plant and safety equipment.

AWISA The Exhibition



The exhibition has been held regularly since 1988, and attracts furniture manufacturers, cabinet makers, kitchen manufacturers, joiners, shop and office fitters, and other wood, timber and panel processing industries. Architects and interior designers also attend.

The next AWISA exhibition will take place in Sydney from 6-9 July 2022 at ICC Sydney, Darling Harbour. For more information visit www.awisa.com/exhibition or phone Geoff Holland on 0412 361 580.

AWISA The Magazine



AWISA's magazine is published quarterly and is distributed free to a database of over 13,000 end users in the industry. AWISA's editorial policy is to produce quality editorial about business and technical issues that affect the woodworking industry, and to provide members with a means of disseminating information about their products. The association welcomes input from both members and end users about subjects that should be written about in the magazine.

AWISA The Board

CHAIRMAN

Brett Ambrose, Blum Australia Pty Ltd

BOARD MEMBERS

Kevin Bruce, Lincoln Sentry
Michael Bullock, Biesse Group Australia
Ross Campbell, Homag Australia Pty Ltd
Stephen Cugley, Planit
Martin Gane, Hettich Australia
Vit Kafka, Altendorf Asia Pacific
Stefan Kremer, Felder
Ron Smyth, The Wood Tech Group
Jim Snelson, Borg Manufacturing

General manager: Geoff Holland Phone: 0412 361 580 Email: info@awisa.com

ADVERTISERS INDEX

PAGE

ALL ABOUT LABELS	83
ACFA	30
BIESSE GROUP AUSTRALIA	14
BLUM AUSTRALIA PTY LTD	44, 45
BUSCH AUSTRALIA PTY LTD	89
CAD+T AUSTRALASIA	41
CDK STONE	34
CMT ORANGE TOOLS	56
CNCROUTERBITS	56
CODELOCKS	25
EGR	67
EUROFIT	91
GRASS	92
HAFELE AUSTRALIA	4
HETTICH AUSTRALIA	13, 68
HIDEAWAY BINS	85
HOMAG	19, 36, 73
INNOVYNC	54
KAESER COMPRESSORS	88
LEITZ TOOLING SYSTEMS	66
LEUCO AUSTRALIA	26
LINCOLN SENTRY	38
LUNA MACHINERY	78
MICHAEL WEINIG AUSTRALIA	63
MOZAIK	57
MULTICAM	2, 3
PLANIT	87
PYLON COATINGS	77
SCHMALZ	77
SCM GROUP AUSTRALIA	50
SOLU	62
TESROL	55
THE WOOD TECH GROUP	42
TITUS TEKFORM	81
WILSON & BRADLEY PTY LTD	35
WOODTRON PTY LTD	22

www.awisa.com

DISTRIBUTION

AWISA – The Magazine is distributed free to a list made up of companies that attended the last three AWISA exhibitions, plus the client databases of some major AWISA members. To be added to the distribution list send an email to info@awisa.com. (AWISA Ltd may at some time in the future charge a subscription for personally addressed magazines)



SMART HARDWARE SOLUTIONS

Introducing **3 New Features** to Vero Slim Drawer System

- **600mm Depth**
- **249mm Height**

- **Push To Open**



Options included:

- **Black or White**
- **Internal Drawers**
- **Push Open or Soft Closing**
- **Size from 270mm to 600mm**
- **4 Heights (89, 121, 185 & 249)**
- **Continually Evolving...**

Sign Up to check prices & order online

www.eurofit.com.au

sales@eurofit.com.au

P: 03 8592 1955

INVISIBLE, SECURE, PRECISE AND MAGICAL.
KINVARO T-SLIM COMBINES PURIST AESTHETICS,
A VERY STABLE CONSTRUCTION AND THE ART OF
PERFECT MOVEMENT IN A VIRTUALLY UNIQUE
MANNER. SEE FOR YOURSELF!

kinvaro t-slim.



FOLLOW US

Invi si ble.



To achieve the highest degree of transparency, a movement system must be able to disappear. Kinvaro T-Slim has this ability. Inobtrusive. Elegant. Strong. Beautiful.

Feel more WOW.

G*GRASS®

Now available in Australia

Contact GRASS on 0394213048 or
info-australia@grass.eu

Stock is available from Häfele

